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REPORT OF NATIONAL HAY CONVENTION IN THIS ISSUE

THE AMERICAN ELEVATOR AND GRAIN TRADE

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A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

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NO. 2 { One Dollar Per Annum
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OUR WAYS
AND
OUR MEANS
ENCOURAGE
PATRONAGE

McKENNA & RODGERS
GRAIN
60 BOARD OF TRADE
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WE MEET YOUR
NEEDS IN DEEDS

**SIMONS, DAY
& Co.**

GRAIN,
PROVISIONS,
STOCKS,
BONDS.

We solicit consignments and offers of
cash grain, also future delivery orders
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CHICAGO

Direct Private Wires to New York and Illinois and Iowa Points

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Established 1877

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GRAIN and HAY

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THE MONEY MAKING MUNCIE OIL ENGINE
IDEAL POWER FOR ELEVATOR SERVICE



Quickly started. Easily handled, requiring only incidental attention. Smooth governing, low fuel consumption, at full and fractional loads. Uses cheapest crude or fuel oil. Satisfaction guaranteed. Simplicity very appealing. Strongly constructed and long life. Write today for abundant facts and proof of what thousands of others have been accomplishing.

Bulletin No. 22 free upon request.

Sizes 10, 20, 25, 30, 35, 40, 45, 50, 55, 60, 70, 80, 85, and 100 H. P. Write today.

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Carlisle Commission Co.

(Established 1889)

Hay and Alfalfa Meal Products

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(The World's Greatest Hay Market)

If you have Hay we want it—if you want Hay we have it. We have unequalled facilities, the largest established trade and outlet. Liberal advances on consignment. Kansas City handling charges the lowest, service the best.

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Covers all markets. Ask for the weekly or daily issue. Has the largest circulation of any grain literature.

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Dixon's SILICA GRAPHITE Paint

is used by the leading grain elevator concerns, because it LASTS LONGER and costs less per year of service.

Write us for particulars, addressing
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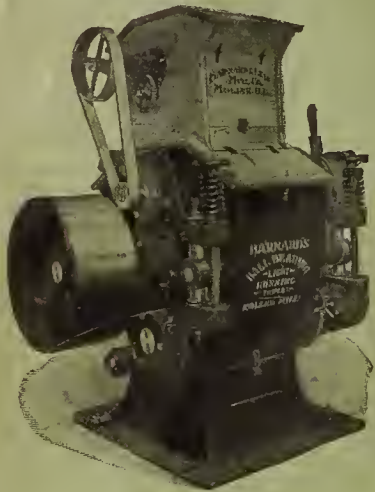
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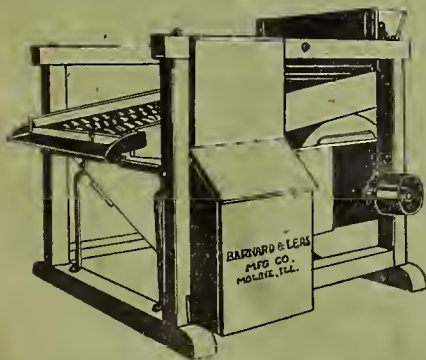


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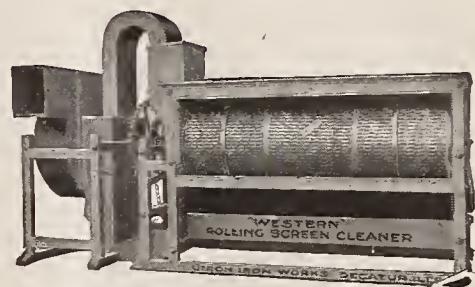


ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.

The WESTERN Line

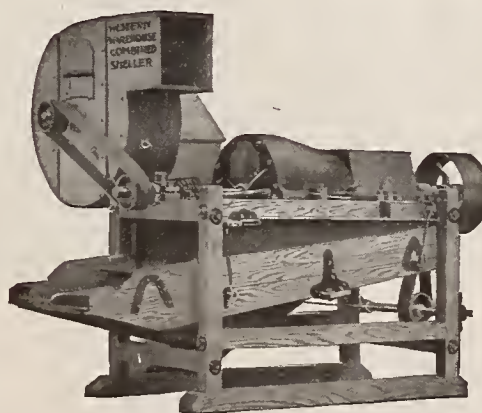
ELEVATOR EQUIPMENT

UP-TO-DATE equipment is the entering wedge for larger business and increased profits for elevator owners. That's the advantage of having your plant equipped with the WESTERN line.



"Western" Rolling Corn Screen Cleaner

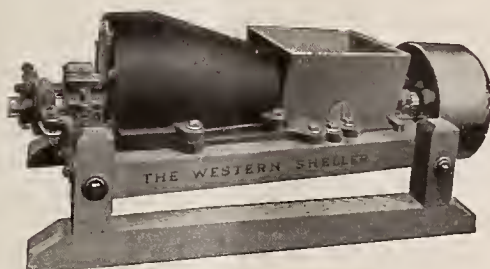
These machines will give the utmost satisfaction because they are basically correct in design. By painstaking, accurate manufacture from carefully selected material, they are always ready to do efficient work under all conditions, and will outlast other machines.



"Western" Warehouse Combined Sheller

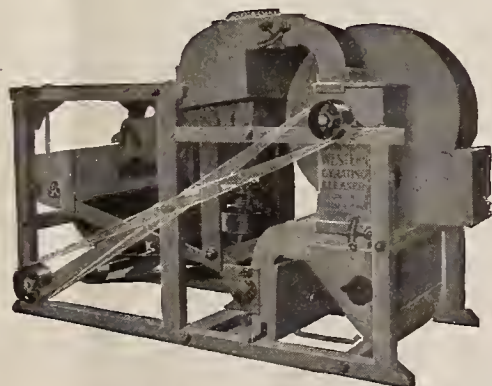
**Will Stand
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ingly Well
Under Any
Strain**

**Exceptional
Strength, com-
bined with
Lightness**



"Western" Pitless Warehouse Sheller

We have built a great reputation upon the dependability of WESTERN machines and while others are claiming quality we are guaranteeing it. They always make good and repeat orders are easy.



"Western" Gyration Cleaner

Before building your new elevator or remodeling your old one, write for our catalog listing complete line of grain elevator equipment.

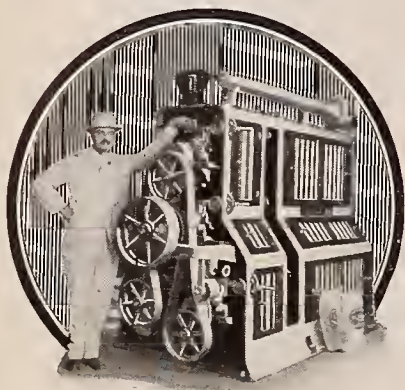
If you will investigate and compare the WESTERN line with others, you will see the superiority of our machines.

UNION IRON WORKS

DECATUR, ILL., U. S. A.

Complete Line of Shellers and Cleaners kept at 1221-23 Union Ave., Kansas City, Mo.

Why Grain and Elevator Men ARE BUYING American Marvel Mills



Each day finds the already long list of grain and elevator men who are buying American Marvel Mills growing larger.

They realize the wonderful money making possibilities the American Marvel Mill offers them.

Run in connection with their present business it gives them an unequalled opportunity for making increased profits with but the additional investment of the mill itself.

AMERICAN MARVEL Self Contained FLOUR MILL

This is no experiment. It has seven years of solid success behind it. Backed by our "Confidential Selling Plan," our Free Service Department, together with the opportunity of marketing your flour under our nationally advertised brand name, FLavo FLOUR, your success is certain.

Let us send you a list of the grain and elevator men in your state who own American Marvel Mills.

Talk with them. Let them tell you about the profits they are making. What they are doing, **you** can do. The profits they are making **you** will make.

Sold strictly on 30 days' trial. On cash or easy payment terms.

Capacities from 15, 25, 50, 75 to 100 barrels per day and up, according to the number of units used to any capacity.



Your Big Opportunity Is Here

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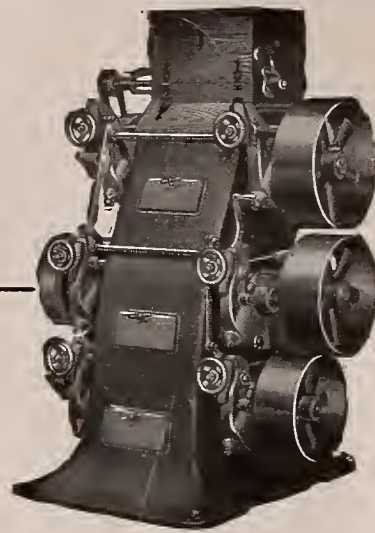
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Send me at once special FLavo FLOUR plan for members of Community Marvel Millers—and all facts, catalog, etc., on American Marvel Flour Mill—FREE.

Name

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Tear This Coupon Out and Mail It Today.



You need this sturdy, capable, general purpose mill

For grinding feed, table corn meal, pearl meal, linseed, etc., you can use this mill with great profit. This mill is built by men who know milling conditions, for those who want the best in milling equipment.

N. & M. Co. Three Pair High Mill

It has the characteristic N. & M. Co. rugged strength combined with flexibility of operation necessary to handle widely different stocks. Will grind extremely fine, medium or coarse, just as you wish.

Solid one piece cast frame—doors for examining stock beneath each pair of rolls—Ansonia rolls with our easy running, long wearing, collar oiling bearings—one lever simultaneously spreads or closes all three pairs of rolls—any pair of rolls may be removed without disturbing the others—furnished with either belt or gear drive on slow side.

See book on Mills, No. 1290 for details.
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Modern
Mill

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Marmon Co.**
INDIANAPOLIS, IND.

Established 1851

Ask for
Catalogs
on any
Equipment
you need

America's Leading Mill Builders





THE CONSERVATION OF ENERGY AND THE TRANSMISSION OF POWER

The Penalties of Crowned Pulleys

Many of the Blue Streak Belts originally installed as "proof-belts" have secured large installations for us because of their gratifying records on crowned pulleys.

For crowned pulleys shorten the life of belting which is not of the type of construction represented by Blue Streak Belts.

It is undeniable that the crowning of pulleys is desirable on non-shifting drives.

But crowning also puts a strain on belting which tends to shorten the life of belts made either of material homogeneous throughout—such as leather—or made of plies of material merely stitched, riveted or glued together.

It does *not* shorten the life of Blue Streak Belts, for the special weave duck and lively friction counteract what tightly woven duck or leather cannot counteract.

In every crowned pulley the part of the belt running over the middle must *either stretch or go faster* than the parts over the sides of the pulley face.

For the pulley circumference in the middle is greater than the circumference on the sides.

In consequence a strain is put upon the belt whose effect and magnitude only the trained engineer now appreciates.

It is so great that it materially shortens the life of leather, of tightly woven fabric, of stitched, and of many other types of belting construction.

To correct it a special weave duck and a surpassingly lively friction are necessary.

In the Blue Streak Belt these act on the crowned pulley just as the differential in an automobile acts on a curve.

The differential permits the wheels on the outside or greater curve to go

faster than those on the inside or lesser curve.

If the differential did not function the tires and gears would soon wear out, just as belting wears out when it does not perform the necessary differential function on crowned pulleys as Blue Streak Belts perform it.

But this valuable merit of these belts is only one of many contributing toward giving you better belting at a lower cost.

Blue Streak Belts save power and increase output.

They reduce shutdowns and delays due to belting failures.

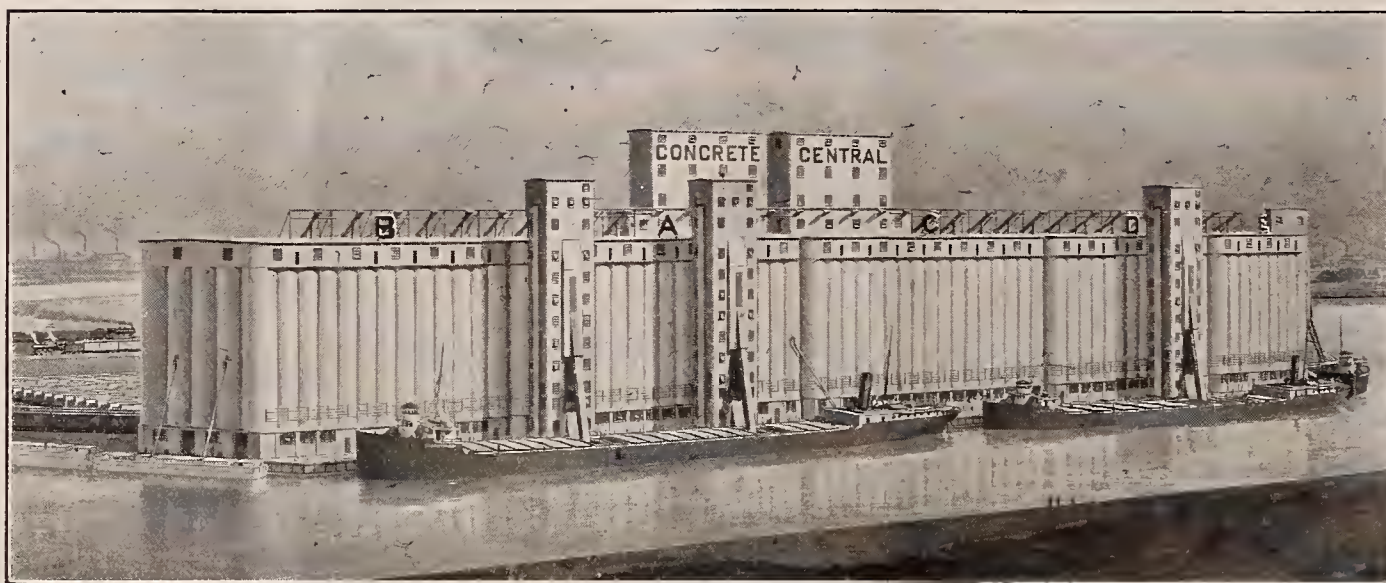
Their price is sometimes higher than that of inferior belting, but their cost is lower.

Per dollar of cost they give you longer service and better service.

The Goodyear Tire & Rubber Company
Akron, Ohio

• BELTING • HOSE • PACKING • VALVES •

GOOD YEAR
AKRON



Concrete—Central Elevators, Buffalo, N. Y.

Total capacity of elevator when completed July, 1917, will be 4,500,000 bushels. It will be equipped with three Movable Marine Towers and one Stationary Marine Tower for receiving grain from boats, each having a capacity of 25,000 bushels per hour and ten Car Loading Spouts. The receiving capacity from boats will be 100,000 bushels per hour. The shipping capacity to cars will be 100,000 bushels per hour. The receiving capacity from cars will be 25 cars per hour.

Proof of the Superiority of Monarch Modern Elevator Construction

Concrete—Central Elevators—Built 1915, capacity 1,000,000 bu.; 1916 added 1,000,000 bu.; new contract awarded for 2,500,000 bu. additional.

Superior Elevator—Built 1914, capacity 1,500,000 bu.; 1916 awarded contract for Marine Tower and additional equipment.

Connecting Terminal Elevator—Built 1914, capacity 1,000,000 bu.; 1916 awarded contract for Marine Tower and an extension of elevator.

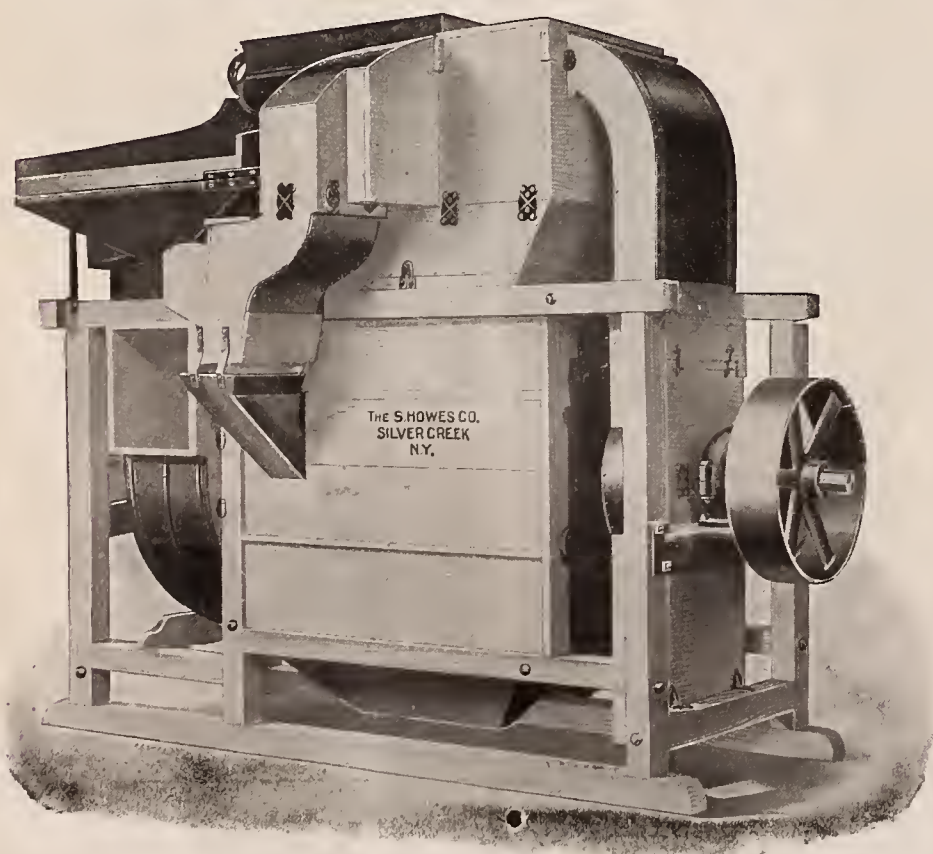
Archer-Daniels Linseed Co. Elevator—Built 1915, capacity 350,000 bu.; 1916 added 700,000 bu.

Shredded Wheat Co. Elevator—Built 1913, capacity 100,000 bu.; 1915 added 100,000 bu.; 1916 added 300,000 bu.

Grain Elevators Built in All Parts of the World

MONARCH ENGINEERING COMPANY, Chamber of Commerce, Buffalo, N.Y.

“EUREKA” OAT CLIPPER



Five of these giant machines are in operation in one house, clipping daily more oats than are consumed in two average size cities in a week.

Catalog free



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Eureka Ball Bearing Oat Clipper



Canadian Government Railway's Elevator TRANSCONA, MANITOBA

Now under Construction.

Capacity of Plant: 1,000,000 Bushels.

Designing and Consulting Engineers for Entire Work

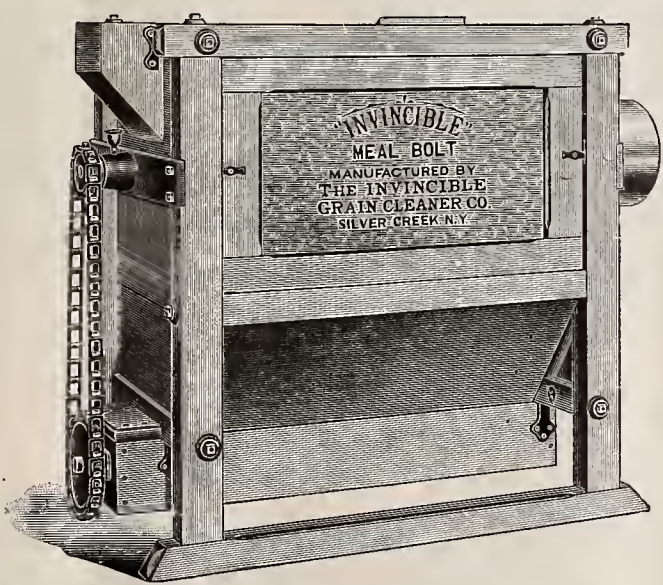
John S. Metcalf Company, Limited

GRAIN ELEVATOR ENGINEERS

54 St. Francois Xavier Street, MONTREAL, CANADA

108 South La Salle Street, CHICAGO, ILL., U. S. A.
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Stand It On The Floor Or Hang It From The Ceiling

Put this

INVINCIBLE CORN MEAL BOLT

anywhere in your plant—can be hung from ceiling if desired. Takes up little space, uses little power—turns out any desired grade of meal.

Read what our book tells about it

Invincible Grain Cleaner Co.

Dept. 1

Silver Creek,

New York

MULLENAX & NIXON Cumberland, Md., have just installed it.

U. S. Grain Standardization Bureau Orders 36 Additional Emerson Wheat Testers ENOUGH SAID!

An additional lot of 36 Emerson Wheat Testers or Kickers to those already in use were ordered June 12 last for distribution among the different laboratories and inspection departments of the U. S. Grain Standardization Department. The Emerson Tester or Kicker has also been recommended to the grain trade by the Government officials as the most satisfactory machine for determining the actual amount of dockage in each sample of wheat.

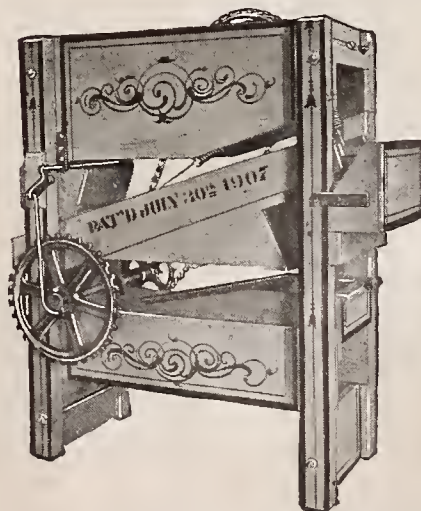
The Emerson makes an absolute perfect separation of the oats from the wheat, not one kernel of oats left in the wheat and not a kernel of the wheat lost with the oats. Eliminates all guess work. All disputes between buyer and seller are settled on the spot. Avoids any feeling about doubtful dockage. Farmers prefer selling where the test is made with the Emerson Tester or Kicker.

Over 7,000 Emersons In Use

Any number of elevator companies are using from 25 to 50 Emerson Kickers and from that on the 250 depending upon the number of elevators they operate. Hundreds of smaller elevator companies are using from 1 to 5 machines. In addition there are hundreds of flour mills, state grain inspection departments, commission houses, grain buyers, boards of trade and U. S. Grain Standardization Bureau all using Emerson Kickers.

The Emerson Guarantee

The Emerson Kicker is sold with an absolute guarantee to do exactly as we claim or money will be refunded. It has proved itself to be a splendid investment of elevator and milling companies. Let us prove it to you. Write today for pamphlet giving full description and unsolicited comments by prominent Emerson users.



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It Will Last

Reinforced concrete. Built for heavy floor loads.

Uses the daylight. Tracks arranged right.

"Macenco Results"

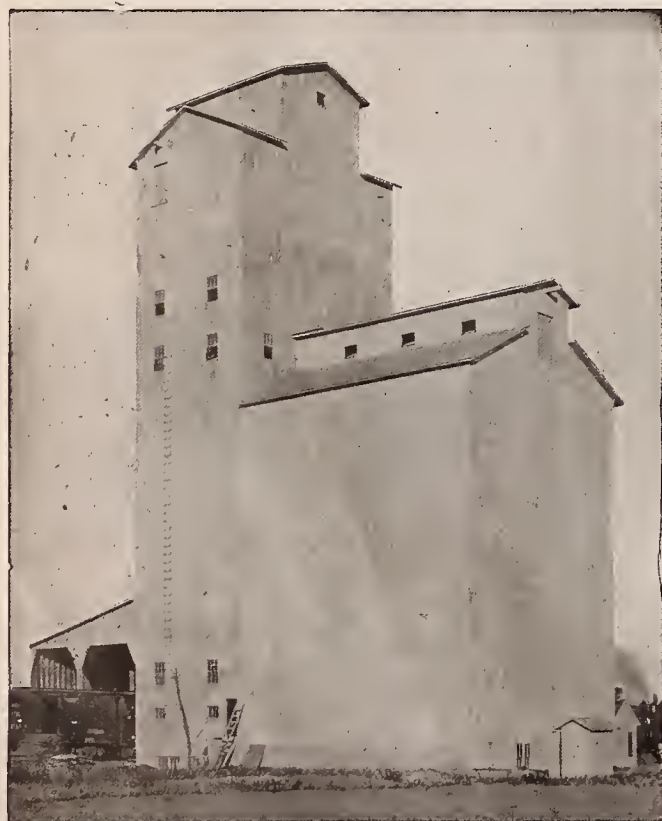


1500 barrel Mill, 300,000 bushel Elevator and 500 H. P. Diesel Power Plant of the Kansas Flour Mills Company, Great Bend, Kansas.

Macdonald Engineering Company

53 West Jackson Boulevard,
CHICAGO

Burrell's 1916 Record



97
Contracts

With the largest and most efficient Engineering and Construction Organization for large or small work ever gathered together by a concern in our line, prospective builders of Grain Elevators will find it to their advantage to consult us before formulating any definite plans. It Costs Nothing.

Van Wickle Grain and Lumber Co., Council Bluffs, Ia.

**Complete Grain Elevators and Mill Buildings,
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PORTLAND, ORE.

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Elevator, for the Board of Port Commissioners, New Orleans, La.
Capacity, 1,022,000 Bushels.
Now Building Addition for 1,600,000 Bushels.

**We Build Reinforced Concrete Structures of all Types
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GENERAL CONTRACTORS

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Mackie Block, Calgary, Alberta



HAVE YOU

A cleaner in your elevator?

If so, then you will be interested
in the installation of a

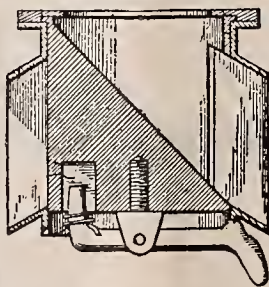
Cyclone Dust Collector

CYCLONE BLOW PIPE CO.

2542-52 Twenty-first Street, Chicago, Illinois

Complete new systems installed on modern plans and guaranteed. Old systems remodeled on modern lines on most economical plans. Supplementary systems added where present systems are outgrown. Defective systems corrected and put in proper working order.

**Write Today
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The Only No Leak, No Stick Steel Grain Valve on the Market

This valve or turn head throws the grain, flour or feed four different ways, is only eight inches in diameter and thirteen inches long and doesn't lose but three inches from inlet to discharge. Is easy to install and has connections for spouting. Is self-locking, and operating lever acts as indicator, always pointing in the direction valve is set, and can be operated at valve or by extra attachments from any floor in the mill or elevator. Furthermore, it is so cheap, sanitary and serviceable that you cannot afford to use a wooden valve. This size will carry from six to eight hundred bushels of grain per hour.

Manufactured by

DAN MORGAN & CO.

SEYMOUR, IND.

**TWO MILLION BUSHEL FIRE PROOF
RECEIVING ELEVATOR**

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Washburn-Crosby Company
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We Design and Build Elevators, any type of construction, in any part of the World.

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GRAIN ELEVATOR DEPARTMENT

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Chicago & Northwestern Railway Company's New
Reinforced Concrete Grain Elevator Being Built
at Council Bluffs, Iowa, for the Updike
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Designers and Builders of

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Operate successfully on

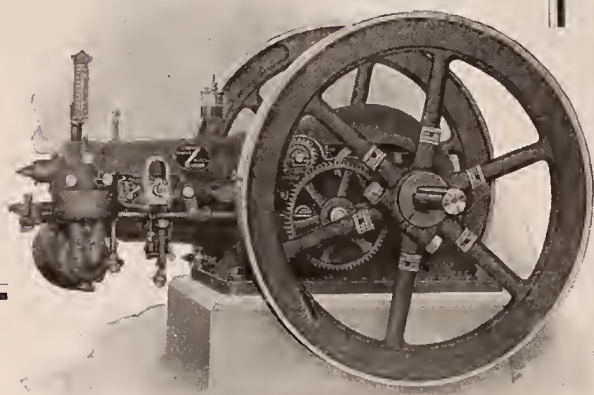
KEROSENE

BUILT-IN MAGNETO
THROTTLING GOVERNOR

Simple—Substantial—Fool Proof Construction
—Leakproof Compression—Quick Starting—
Smooth Running—Easy to Operate—Require
but Little Attention—Low Fuel Cost—Low
Maintenance cost—Lasting Satisfaction.

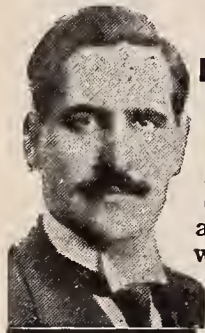
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Kansas City
LouisvilleOmaha
St. Louis
St. PaulIF YOU HAVE HAY
SHIP USIF YOU WANT HAY
WRITE US

Use Galloway Power!

For Your Elevator and Mill
Economical—Reliable—Steady—Efficient
Kerosene or Gasoline



You want power that you can absolutely rely upon at all time and ready for instant use. At the same time it must be economical so as to be profitable. GALLOWAY GASOLINE ENGINES are built to meet the needs and demands of elevator and mill work. They are simple and easy to start and operate—run smoothly (like a steam engine) and give 100% service 24 hours of the day regardless of weather or conditions. I make Galloway engines from 1 3/4 H. P. to 16 H. P. but I strongly recommend

My Famous Masterpiece Six—Best Ever!

A mechanical masterpiece from which it gets its name. A master stroke in engine designing built by master engine builders. Superior materials, skilled workmanship, every part standardized, interchangeable, alike. Develops away above rated horse power. Bearings adjustable. No lost motion. Economy carburetor. Cuts down fuel bills. Uses any fuel. Valves in the head exactly like highest class automobile motors. Double ball governor. Large, heavy, counter-balanced fly wheels. Big bore, long stroke, heavy weight, perfect balance. Perfect lubrication. Magneto (extra) supplies blue-hot spark. Make and break ignitor, never misses fire. Easily started, no cranking; needs no batteries. Cylinder and water pot frost proof. Compare my Masterpiece engine size for size, bore, stroke, weight and low speed, which means easy running and long, satisfactory engine life. Galloway engines honestly rated; scientifically, accurately, handsomely built.

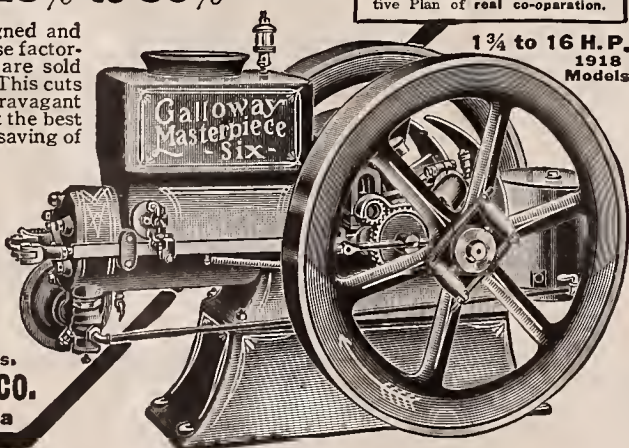
Sold Direct from My Factories
at a Saving of 25% to 50%

Galloway Engines are designed and built complete in my immense factories at Waterloo, Iowa, and are sold direct from these factories. This cuts out all middlemen—with extravagant profits and enables you to get the best engine for your purpose at a saving of 25% to 40%.

Write for My Book

Send tonight for my big engine Book that describes my complete line of engines. This book will answer your every question on engine and will help you solve your power problems. Write for it today.

WILLIAM GALLOWAY, Pres.
WILLIAM GALLOWAY CO.
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Of Elevator Companies—If you have a co-operative organization get in touch with me for the details of the Galloway Co-operative Plan of real co-operation.

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Bale Ties

For All Kinds of Baling Purposes

Such as Hay, Straw, Jute, Moss,
Excelsior, Rags, Paper Stock, Etc.

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They are not excelled by any other
tie in this, or any other country,
and are "MADE IN AMERICA."

H. P. & H. F. Wilson

544 West 22d Street,

New York

Established in 1870

GOODRICH

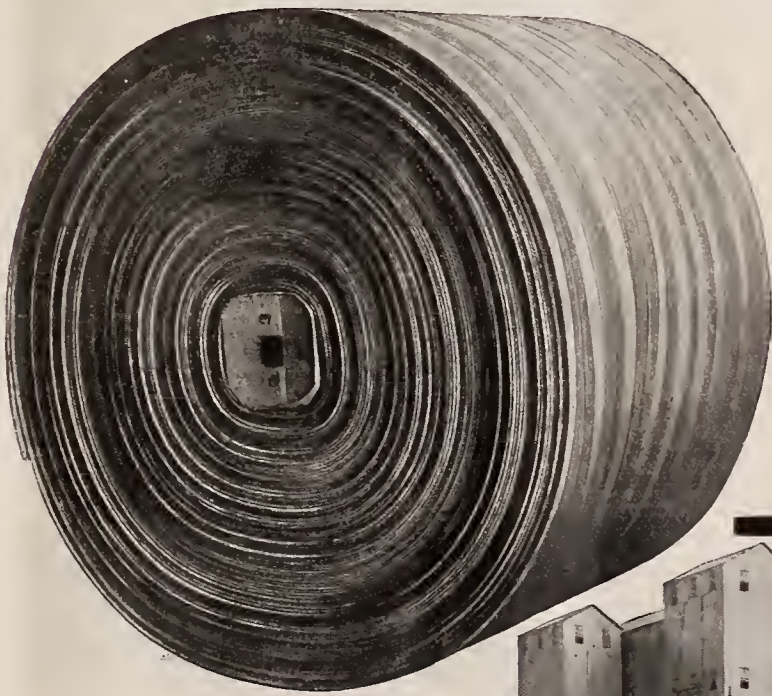
GRAIN BELTS

Whenever you are in need of a Grain Elevator Belt be sure to get one of the famous Goodrich-made Belts, whose service is guaranteed by integrity in manufacture.

In the Belt Field, as you know, are belts and BELTS—a condition of affairs which sometimes makes a proper selection quite a problem.

Save time and worry by submitting your problem to the biggest rubber goods maker of them all—GOODRICH, who, with nearly half a century of well grounded rubber knowledge combines honesty of purpose with the finest materials into a belt that is immensely popular in its own field because of the exclusive quality of its service.

If it's **GOODRICH**—it's Right



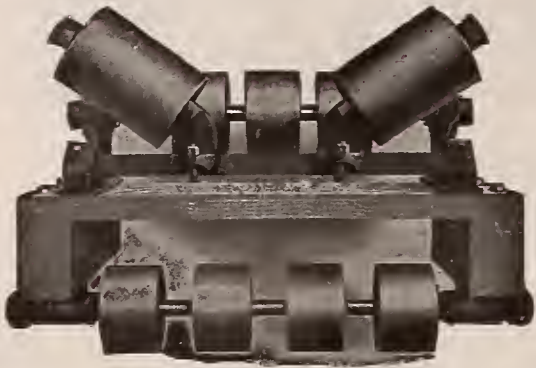
THE B.F. GOODRICH COMPANY

Makers of the Celebrated Goodrich Automobile Tires—
"Best in the Long Run"

Factories:
AKRON, OHIO

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In All Districts





Improved Belt Conveyor

Carries all kinds of grain and mill products in package or bulk. Gradual, uniform curve of belt secured without complicated parts. Bearings thoroughly lubricated and have adjustment for taking up wear. Tripper substantial and reliable. Entire system economical and satisfactory—nothing to get out of order.

We manufacture a complete line of Elevating, Conveying and Power-Transmitting Machinery. Headquarters for supplies.

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Chicago, Western Ave., 7th-18th Sts.

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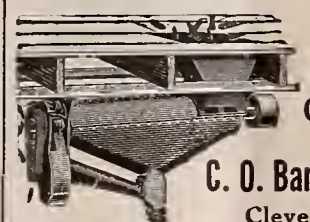
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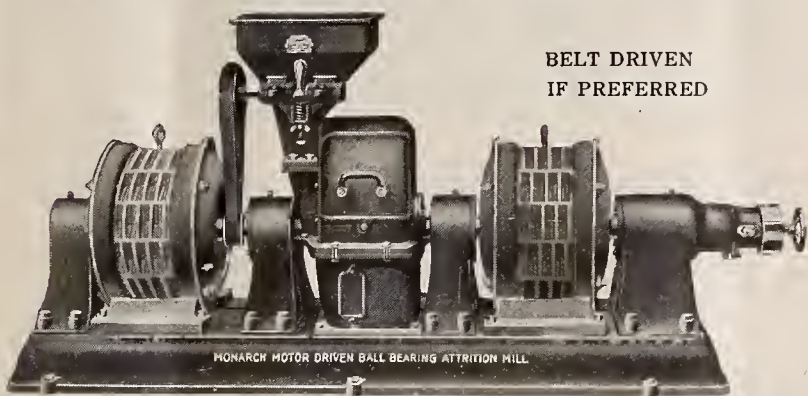
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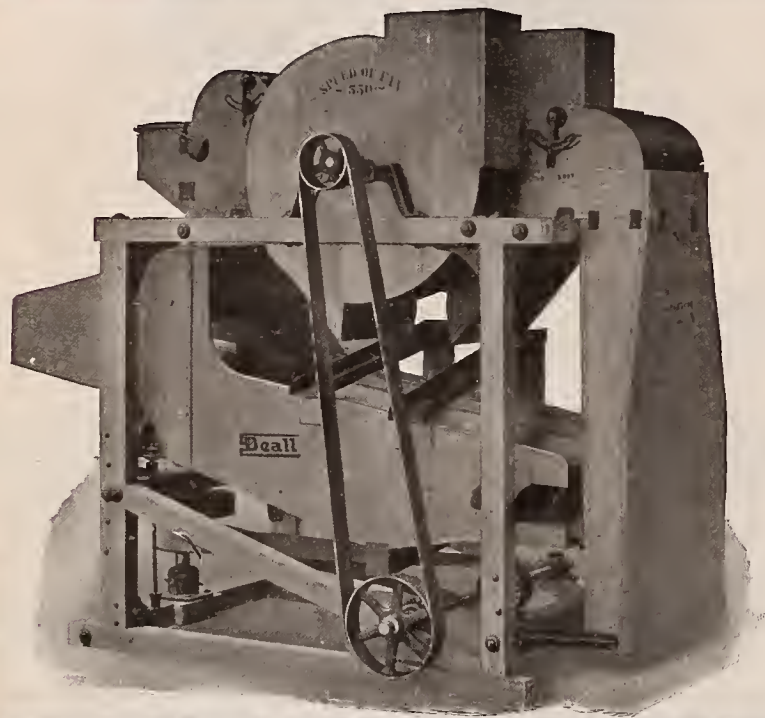
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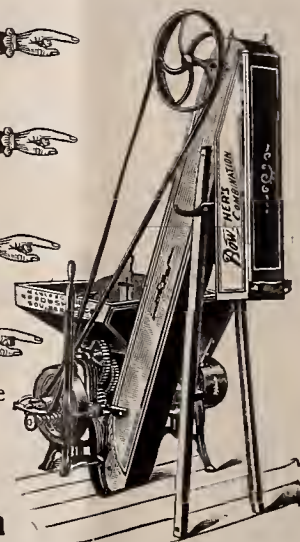
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A model feed mill, light running and handy to operate; different from all others. A complete independent outfit.

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The "Knickerbocker Cyclone" Dust Collector



For Grain Cleaners

ALL STEEL

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Grain Elevator BELTS

—are not the least prominent of the famous Diamond group of Belts—and their fame is growing day by day.

One emphatic OK after another by big buyers in the shape of big orders testify to the thorough excellence and stamina of the Diamond Product.

Specially gratifying was a recent order for 15,000 feet in assorted sizes to be used in the 1,000,000 bushel capacity concrete grain elevator erected on the New Orleans water front by the Board of Commissioners of this port.

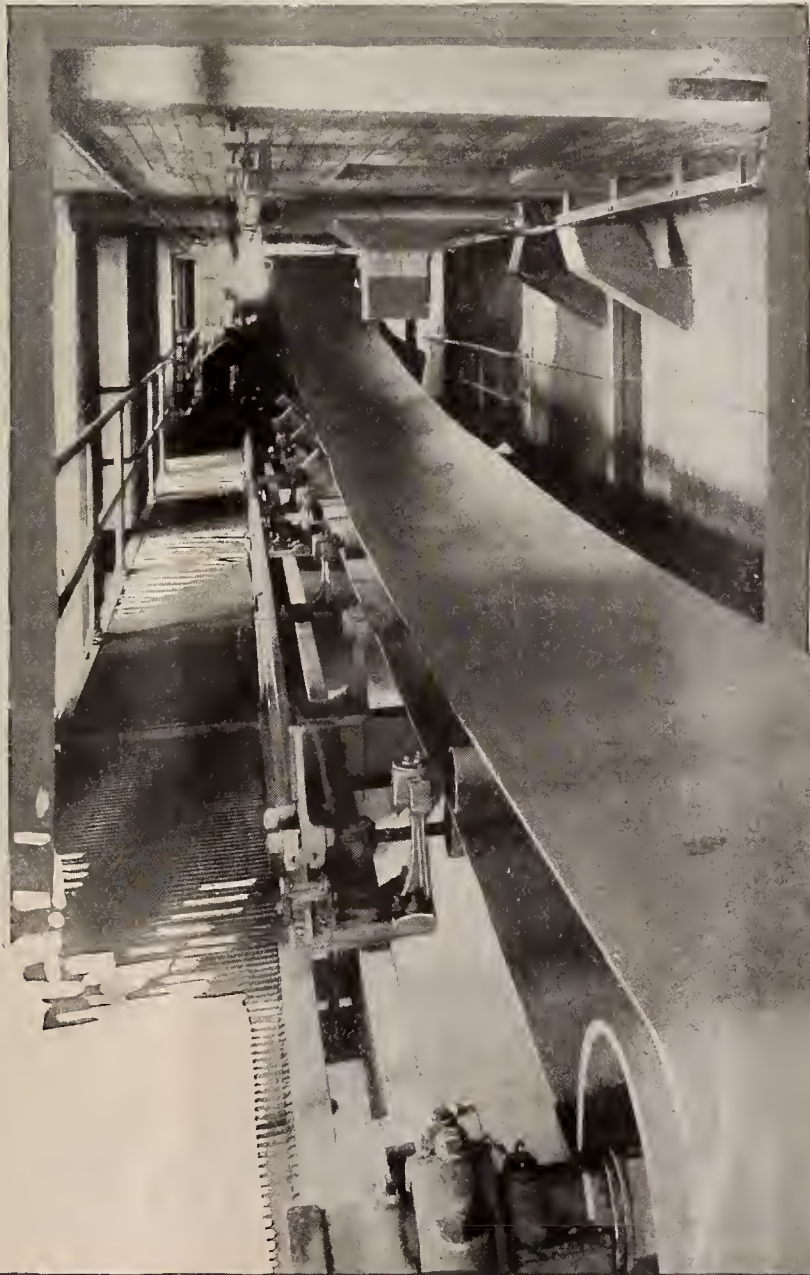
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Whether Shipper or Buyer — Try
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For 30 years we have satisfied our customers, whether shippers or buyers, and our service has stood the test. Ask any Huffine customer.

Kansas City is the world's largest hay market and our experience and associations here enable us to secure top prices, rapid sales and quick returns on your consignments.

The large quantity of hay arriving here daily enables you buyers to secure the quality of hay desired at a price in line with your trade.

If you are not at present numbered among our customers we shall consider it a privilege to figure with you and are confident that the volume of business handled by our office warrants us in assuring you entire satisfaction. Write us your needs.

HUFFINE & COMPANY - Kansas City, Mo.

MEMBERS: National Hay Dealers' Association; Kansas City Hay Dealers' Association

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Receivers and Exporters of
GRAIN and HAY

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We Solicit Your Consignments.



Representatives of the most up-to-date hay firm in Chicago

John H. Devlin and his assistants on behalf of Albert Miller & Company extend a vote of thanks to all delegates to the recent meeting of The National Hay Association who called at our offices during their visit in Chicago. Your visit was highly appreciated and we want you to call again.

ALWAYS UP TO THE MINUTE

We realized several years ago that the conditions in the hay trade were changing from a demand for timothy, or horse hay, to that of alfalfa, clover and mixed clover, for cattle and stock feed. We therefore spread out and sought markets among dairy men and feeders and this foresight has built up a splendid business for us and has made Albert Miller & Company the largest hay dealers in the United States. This subject was the talk at the Chicago convention and proved that our conclusions were right. Therefore

PUT YOUR CONFIDENCE IN A FIRM

that is up-to-date and whose endeavor is to serve its customers to their entire satisfaction always. To reach this aim we have been ready at all times to improve our service so as to make our dealings **best for the shipper and best for the buyer.**

A new hay crop is before us and if you are not yet familiar with Albert Miller service try us on the next car of hay you are shipping or buying. Remember our service assures satisfaction.

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Hay, Alfalfa Meal, Grain

*We handled 9,000 cars of hay
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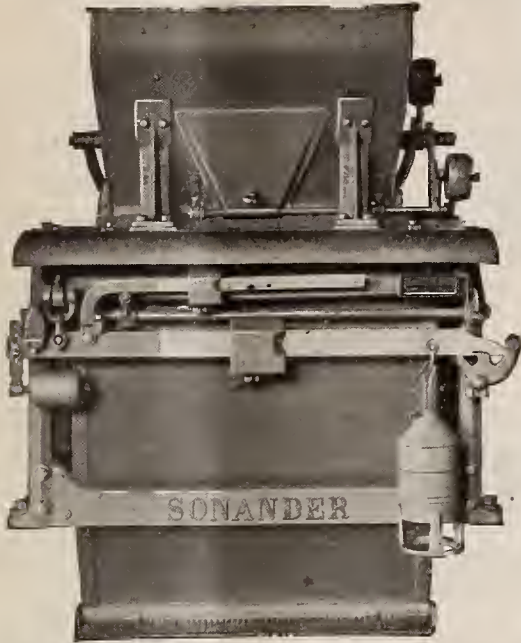
¶ Our 28 years actual experience in the marketing of hay has secured us connections in both producing and consuming territory that enable us to give unexcelled service to both seller and buyer. We have built up the world's largest hay business, which is sufficient evidence of our **superior service**.

¶ Whether selling or buying, give us a trial on that next order and convince yourself of our progressive methods of serving the trade satisfactorily.

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It saves the Millers by enabling them to get about the Mill with less effort than where stairs are used. It saves money by economizing the men's time and securing better inspection and operation of machinery.

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W. A. Thomson & Co., Louisville, Ky.—Elevator equipped with an Ellis Continuous Feed Drier. Janse Bros., Boomer Crain & Howe, Contractors.

"Quality First"

and cost as a second consideration is our policy in the manufacture of grain driers, and if you are in the market for a grain drier built to operate with the greatest efficiency and to produce the highest quality of product, we would be pleased to correspond with you.

The Ellis Drier Company

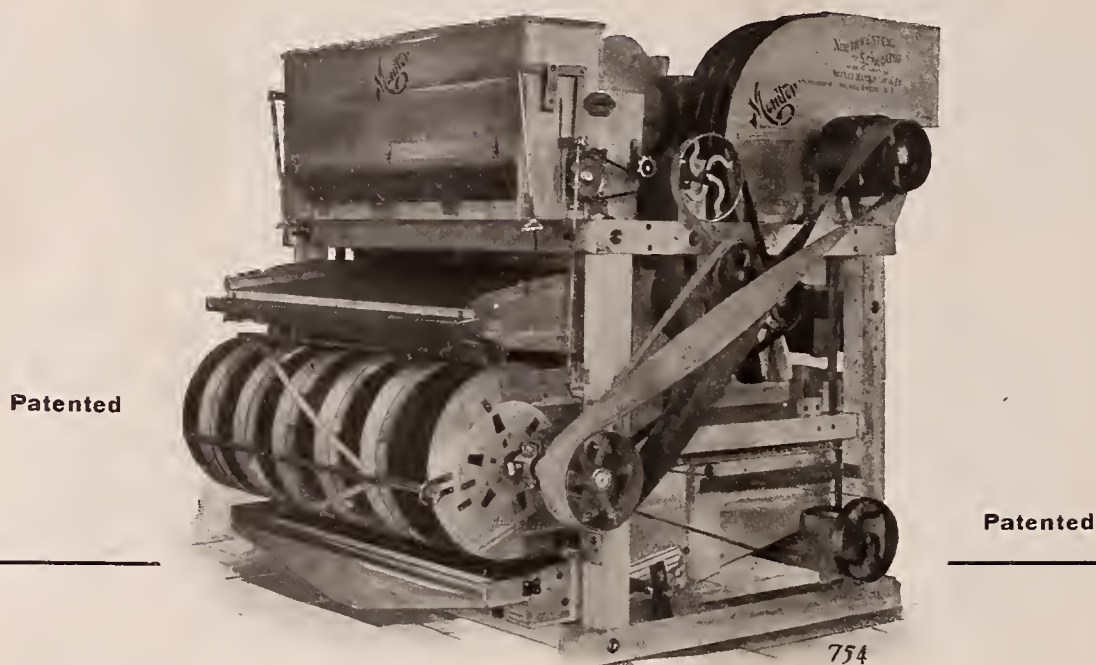
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Monitor "NORTHWESTERN"
Oats Separator and General Purpose Cleaner



Characteristic of all "Monitor" Cleaners, this new type of Oats Remover and All Purpose "Receiver" embodies *proven* principles, surpassing materials, workmanship and finish and is another of those ultra-dependable Cleaners, which are pleasing thousands of "Monitor" users the World over. Designed for the severest use in Terminal Houses where nothing but the best will survive.

The Oats Catcher

Some do get a part of the oats, some get enough oats to be almost satisfactory; here lies the difference between other Machines and the "Monitor-Northwestern," which is a genuine Oats Catcher, removing with surprising regularity a higher percentage of oats from wheat than is possible with other machines of this type. Our claims are based on performance—the incomparable separations of this Machine are due to a combination of patented multi-upblast fans and "gang" sieves used in connection with perfected air suction cleaning. Two years of sensational success and a demand that has for months exceeded our output reflects the superiority of this Machine as an Oats Remover and General Purpose Receiving Cleaner for Elevators in the Northwest, or other sections where mixtures of oats and wheat are the rule.

See testimonials we are anxious to send all grain dealers—also, read our literature descriptive of this, the Cleaner that is different, wonderfully so.

HUNTLEY MFG. CO., SILVER CREEK, N. Y.

A monthly journal devoted to the elevator and grain interests.

Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Established in 1882.



Published on the fifteenth of each month by Mitchell Bros. Publishing Co., 431 So. Dearborn St., Chicago, Ill.

Subscription price, \$1.00 per year.

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Established in 1882.

VOL. XXXVI.

CHICAGO, ILLINOIS, AUGUST 15, 1917

NO. 2

A New Wisconsin Terminal Grain Elevator

ONE of the largest of the cash handlers of grain in the Northwest is the Cargill Elevator Company of Minneapolis, Minn. This firm operates a line of elevators in Wisconsin and the Northwestern States as far west and including Montana. Its latest acquisition is the elevator shown in our illustration, at Green Bay, Wis.

This new Wisconsin terminal elevator, the main purpose of which is for cleaning, drying and bleaching grain originating in Wisconsin, intended for Eastern shipment, stands near the top of the list of moderate-sized concrete elevators, owing to its thoroughly modern design and splendid machinery equipment. It has just been completed by the Burrell Engineering & Construction Company of Chicago. It is owned by the Green Bay & Western Railroad and is operated by the Cargill Company under lease. It has a capacity of 165,000 bushels.

The construction work on the elevator was commenced last December. However, such was the rigor of the winter months that only the excavation work and foundation was done, the beginning of the concrete work waiting over until spring. There are 12 circular bins and six interstice bins.

The working floor is 18 feet high and from here the bins rise to a height of 68 feet. Then follows a 15-foot distributing floor, in turn surmounted by a 21-foot scale floor with a 19-foot garner story above that. The total height of the elevator is 161 feet and ground dimensions are 48x70 feet.

The building contains two stands of combination receiving and shipping legs, of 8,000 bushel per hour capacity each, two house legs, of 3,000 bushels per hour each, 2 cupola legs of 2,000 bushels per hour each. All legs are equipped with Salem buckets and driven by individual motors.

In the machinery equipment are two 2,000-bushel hopper scales, one No. 9 Monitor Oat Clipper, one No. 9 Style D Monitor Receiving Separator, one double drum car puller, two pairs of Clark

Double Car Shovels for rapid unloading of grain.

The drying, cooling and bleaching outfit consists of one Ellis Combination Drier and Cooler and one Ellis Patent Bleacher Stack. The drying capacity is 1,500 bushels per hour, the cooling capacity more than double, or 3,500 bushels per hour, while the bleacher can take care of 1,500 bushels per hour.

Then there is a dust house and packing room 14x36 feet and 24 feet high, and boiler house 16x34 feet and 20 feet high. Over the dust house are two Cyclone Dust Collectors furnished by the Cyclone Blow Pipe Company of Chicago. The General Electric Company of Schenectady, N. Y., supplied the electric motors which drive the plant.

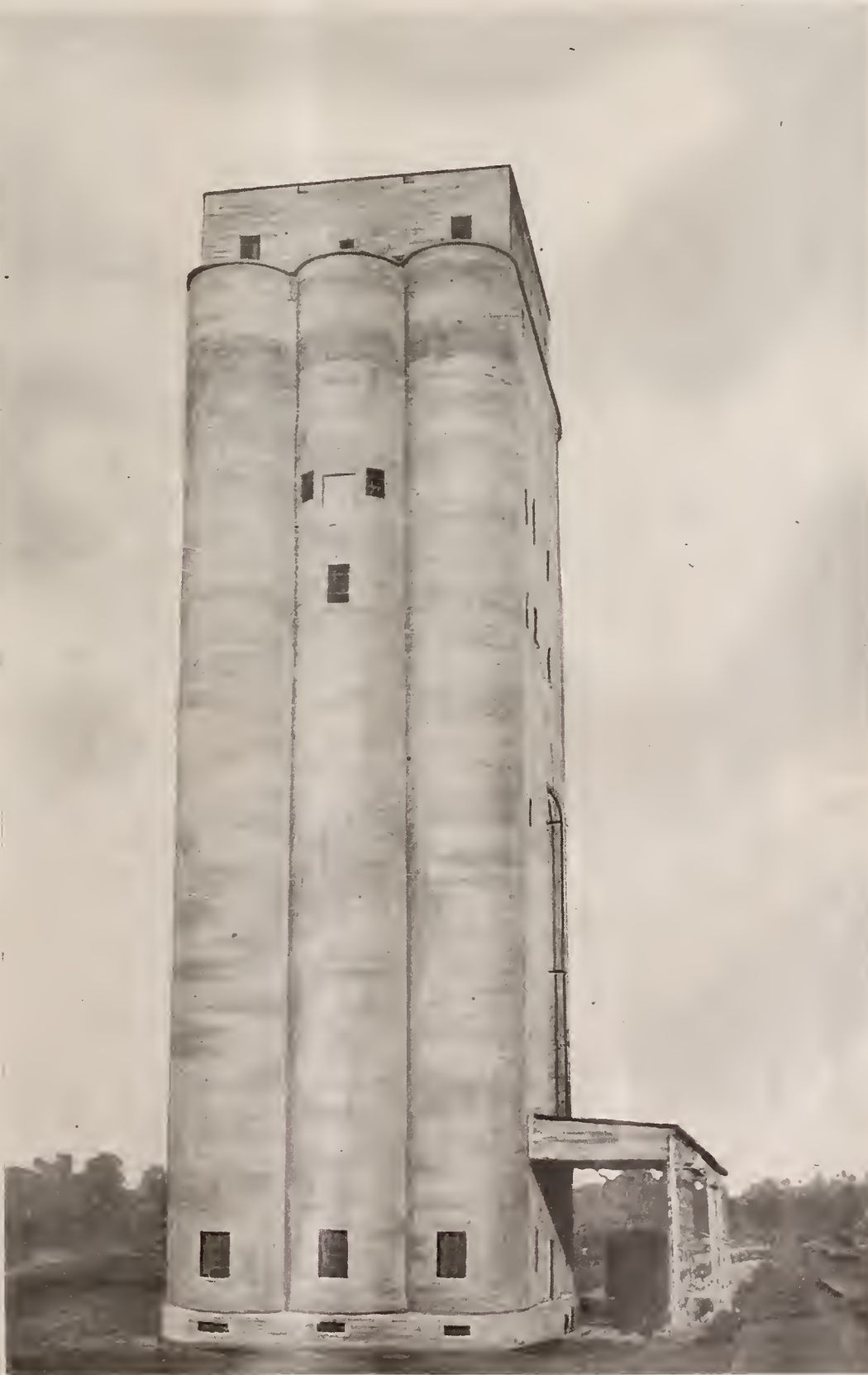
The elevator is equipped throughout for rapid handling and economy of operation, and represents one of the finest of the Burrell types. So far as structural details are concerned the house fulfills the most exacting requirements that underwriters and Federal authorities are insisting upon for the safeguarding of grain in storage.

In operation the house will be what the Canadians call a hospital elevator, to which so much objection has been raised in that country, but which continue to be one of the most valuable accessories of the trade at the great Canadian terminal at the head of the lakes.

Grain out of condition or with a moisture content too high for safe shipping is put in condition and enters commerce almost as so much additional grain. The cleaning and drying process has become an essential part of our campaign for conservation, and the Green Bay & Western Railroad and the Cargill Elevator Company are to be congratulated on this efficient addition to their equipment.

Whatever regulations Mr. Hoover may make for the storage and movement of grain, it seems quite certain that "hospital" treatment, which has received the endorsement of Federal authorities, will be encouraged to the utmost.

The plans of the Agricultural Department of the Government call for the planting of 130,000 acres of winter wheat in Wisconsin next year, an increase of 29 per cent over the area planted last fall. This should yield close to 2,000,000 bushels of wheat, which together with their share of the 87,602,000 bushels of Wisconsin oats estimated for this year, gives the new elevator a very promising outlook for future business.



NEW ELEVATOR OPERATED BY THE CARGILL ELEVATOR COMPANY AT GREEN BAY, WIS.
Designed and Constructed by the Burrell Engineering & Construction Company, Chicago, Ill.

Some Future Federal Grain Activities

Office of Grain Standardization Will Probably Be Transferred to Another Department—How the Grain Standards Appropriation Will Be Divided—A Survey of Marketing Methods—Work on Important Subjects to Be Resumed

BY WALDON FAWCETT

UNDER normal conditions each succeeding year sees an increase in the number and an expansion of the scope of the Federal activities that influence, directly or indirectly, grain trade interests. The 12-month interval for the work of which Government officials are now making plans will be no exception in this respect. Indeed, if anything, the fiscal year that began on July 1, 1917, will surpass all predecessors in the fresh manifestations of solicitude on the part of a paternal government for the well being of the grain trade.

Half a dozen different divisions of the U. S. Department of Agriculture will, as usual, have their fingers in the grain trade pie, but from the standpoint of the practical men in the trade the big news of the new program lies in the circumstance that under the readjustment of the departmental machinery that will take place this summer the Office of Grain Standardization will be detached from the Bureau of Plant Industry, of which it has long been a part, and will be incorporated in the U. S. Bureau of Markets a Federal institution that has come to occupy a very prominent "place in the sun."

A shift of this kind would attract considerable attention in the trade at any time because the Grain Standardization division of the Department has, perhaps, come just a little closer than any other Federal institution to the commercial grain trade. However, the change in status will arouse all the more interest since it comes just at the juncture when the Grain Standardization organization is putting into effect the newly adopted grades for wheat, the adoption of which has precipitated more discussion than anything else that Uncle Sam has done in his regulatory capacity.

If the new line-up does not disturb,—as there is no reason to suppose it will—Dr. Duvel and other grain experts whose services are too valuable to be jeopardized, it is entirely conceivable that this rearrangement may prove a good thing all around. There is no question but what in the past there has been some overlapping of jurisdiction on the part of Uncle Sam's departments and this has led to some more or less wasteful duplication of effort and perhaps to a little needless friction, such as is always liable to occur when two groups of men imagine that they are working toward a common goal instead of two separate and distinct points of that common goal.

Already the formulation of plans for the merging of the Office of Grain Standardization in the Bureau of Markets has served to disclose that some of the conflicts of interest that have been suspected as possible sources of irritation have never really existed and that intelligent co-operation is what is needed. Take, for example, the case of dockage, which is typical of the lines of grain trade research where it was supposed that Federal experts were treading upon one another's toes. In the Office of Markets and in the Office of Grain Standardization, respectively, it has been known that the other was engaged in work on dockage and in each quarter there was a feeling that the subject of dockage was their special and particular province. But when the two groups of officials got to comparing notes, preparatory to the coming consolidation, it came out that each of the two divisions was engaged upon a separate and distinct phase of the subject having no definite relation to the other's branch of the subject. In the same way many other wrinkles will be smoothed out.

It is a matter for congratulation in the grain trade that this administrative shake-up in Uncle Sam's "grain annex" will not mean any curtailment of the research and experimental work heretofore conducted under the auspices of the Offices of Grain

Standardization. On the contrary, Congress has so increased the funds available for the year from July 1, 1917, to June 30, 1918, that it will be practicable to enlarge the scope of operations and perhaps undertake some new projects. The latest appropriation bill carries an item of \$106,500 "for investigating the handling, grading and transportation of grain, including the grain sorghums." This is an increase of about \$20,000 over the amount allowed for the same purposes last year, it having been explained to Congress that this increase is needed to carry on investigational work which becomes all the heavier as a result of the necessity for the determination of standards under the new grain standards act.

Under the appropriation above mentioned is included all the investigational work on grain stand-



CHARLES J. BRAND
Chief of Federal Office of Markets.

ards, but a separate fund has been provided by Congress to defray the expenses of the regulatory work under the Grain Standards Act. For this latter responsibility Congress has set aside the sum of \$519,000, or more than twice as much as has been available for such work this year. Nor does this take account of the Administration of the new U. S. Warehouse Act, another lately added responsibility which will cause Uncle Sam to go down into his pocket this next year to the tune of more than \$59,000.

Half a million a year may look like a tidy expense account for a new business, but officials feel that the country is getting off easily in being able to set in motion its grain-trade machinery with that outlay. It is explained, for instance, that an allowance of \$10,500 a year for rent "in the field" would never suffice were it not for the fact that at most grain trade centers the new Federal service will make use of the offices now rented by the Office of Grain Standardization. An estimate of \$16,500 has been made for equipment and \$50,000 will be set aside for traveling expenses.

More than \$400,000 of the \$519,000 that is to be used next year to set up Uncle Sam as a grain grader will go for salaries. There will be a super-

visor of inspection at a salary of \$3,500 per year; three supervisors who will receive \$3,000 each, and 39 on an annual salary of \$2,760 each. More than 24 assistant supervisors of inspection will draw \$2,000 or \$2,400 each, and upward of 80 scientific assistants will be allowed \$1,400 to \$2,000 each. Nor must we forget the eight district supervisors who will get \$3,000 apiece; nor the five specialists in grain standardization at \$2,500 each, to say nothing of a few dozen clerks.

It is figured that it will be necessary to station supervisors of inspection at approximately 39 markets. Three of these markets, Chicago, Minneapolis and Kansas City, will require also, in each instance, two additional supervisors. One assistant supervisor will be detailed for each of 16 markets as follows: St. Louis, New Orleans, New York, Boston, Baltimore, Philadelphia, Buffalo, Toledo, Duluth, Portland, Seattle, Peoria, Indianapolis, San Francisco, Milwaukee, and Wichita. Markets that will have to get along with no assistant supervisors, according to the present plans, include, Denver, Fort Worth, Galveston, Memphis, Louisville, Nashville, Atlanta, Cincinnati, Detroit, Cleveland, Newport News, Great Falls, Mont., Fargo, N. D., Oklahoma City, Okla., and Cairo, Ill.

The 10 cities where laboratory assistants will be stationed have not yet been determined but it is settled that Washington will be the headquarters of the five specialists or grain experts who will check up all samples involved in appeals and disputes in order to insure uniform application of the official grain standards in all parts of the country.

As the newest wrinkle in the Government's grain program, this launching on a large scale of the regulatory work under the Grain Standards Act may attract the greatest attention in the trade, but it is not well to overlook the importance of the investigational work upon which we are dependent for better handling and storage methods, etc. The understanding is that of the \$106,000 set aside for this research work about \$70,000 will be used for grading and standardization work, presumably under the general direction of Dr. Duvel, whereas the remaining \$36,000 will go for the study of marketing and transportation methods under the direction of Mr. George Livingston, who has, for some time past, been making a careful and detailed economic study of grain, hay, and seed marketing at producing centers and large central markets.

The investigation of grain marketing by specialists of the Office of Markets is one of the more recent activities of that organization, but it spread out in all directions at such a pace that collision with the marketing studies of the Grain Standardization Office seemed inevitable and counseled a consolidation in the interest of harmony. "American Grain Trade" readers may remember that late in 1915 the Office of Markets, as it was then known, began a study of terminal market practice, including the uniformity and equity of trade rules, terminal charges, methods of weighing, inspecting and storing grain, the charges, functions, and services of track buyers, jobbers, warehousemen, etc., future transactions, their relation to hedging and other phases of the subject that made it look as though Uncle Sam had undertaken a pretty big contract.

Despite the magnitude of this undertaking, though, the Office of Markets followed it up by launching a general survey of the methods of marketing grain at country points in the surplus grain states, the results of which have not yet been published, although it is declared that much useful information has been gathered relative to storing grain, contracting with farmers for future delivery, the hazards of the country elevator business and like subjects. Finally, there was begun within recent months an investigation of the retail distribution of grain, grain products and hay, and a mass of data relative to the cost of distribution has already been rounded up. Incidentally the Markets division has been grappling with the problem of finding new markets for the grain sorghums, the rapid increase in the production of which has rendered the subject a compulsory one.

The investigational work in connection with grading and standardization for which, as has been ex-

Economical Grain Handling

A Technical Description How Rapid and Efficient Service Is Secured in
a New York Grain Store

BY JAMES F. HOBART

plained, some \$70,000 is to be allowed this next year, will be of the broadest scope. Under this blanket authorization there will be continued, for instance, the very important rice work that has been in progress for several years past. A liberal construction of the authorization of this appropriation will also allow the financing from this fund of the milling experiments of this section of the Federal organization.

It will be good news, doubtless, for some of the men in the commercial grain trade that the future program of the Government bids fair to allow the resumption of work upon some projects that were temporarily sidetracked a year or two ago. The more liberal appropriations for the coming year will "help some," although Dr. Duvel says that it was not entirely due to shortage of funds that this work was interrupted. The necessity of detailing all hands to the task of formulating tentative wheat grades made it necessary to temporarily abandon some other undertakings. Among the lines of research that thus lapsed from press of other business there might be mentioned the deterioration of export grain during transit in steamships, shrinkage of grain while in storage and transit, keeping qualities of grain as influenced by various kinds of storage bins, the artificial drying of grain, and the bleaching of grain.

Uncle Sam has several new schemes for the investigation of cereal diseases that will redound, probably, in the long run, to the benefit of the grain trade. For example, \$5,000 is to be expended this next year in investigating a widespread bacterial disease of sweet corn, known as "Stewart's disease," which causes serious losses and has been discovered to be extending to field corn. Extensive observations will be undertaken in the corn belt to determine the distribution of the disease and the extent of injury to field corn.

Likewise is it planned to spend \$3,000 or so investigating a new bacterial disease of wheat that has been found in Kansas during the past year. The Government has reports to the effect that this new trouble-maker has done very serious injury to wheat fields over a considerable area and it is felt that it is high time that a move be made to combat the menace. It is feared that the wheat kernel may become infected with the disease, thus insuring its rapid spread, hence the desire of the officials to make a start this summer with both field observations and laboratory tests.

An attack with redoubled energy on the obnoxious and costly Hessian fly is assuredly entitled to recognition as one of the most important of Uncle Sam's projects for the official year that will begin this summer. Inasmuch as the Hessian fly has been known to injure the wheat crop to the extent of more than 10 per cent of the entire production and in view of the fact that the annual value of this crop is close to a billion dollars it can be appreciated that anything that the Government can do to thwart the destructive influence is justifiable. The Federal specialists are convinced that they have the problem solved,—that is, that the pesky fly can be avoided if wheat is planted at the proper time. Knowledge along this line, as applied within restricted areas, has proven of immense value, but the trouble has been that the Department of Agriculture has not had sufficient money to carry this missionary work to the farmers of the entire wheat belt. This summer, fortunately, additional funds are available.

It is understood that next year will see a continuance of the tests and experiments of the U. S. Bureau of Chemistry and the Office of Rural Engineering looking to a complete solution of the problem of thresher explosions. The same problem, as it exists in the Pacific Northwest, where the losses from this cause have been serious, will be attacked from a different angle in the Government's new work, designed to cope with conditions under which the usual seed treatments will not prevent hunt or stinking smut of wheat. The stinking smut has been so troublesome in the Pacific Northwest that it has been held responsible for thresher explosions during bad seasons. Any reduction in the amount of smut dust is relied upon to proportionately reduce the number of explosions.

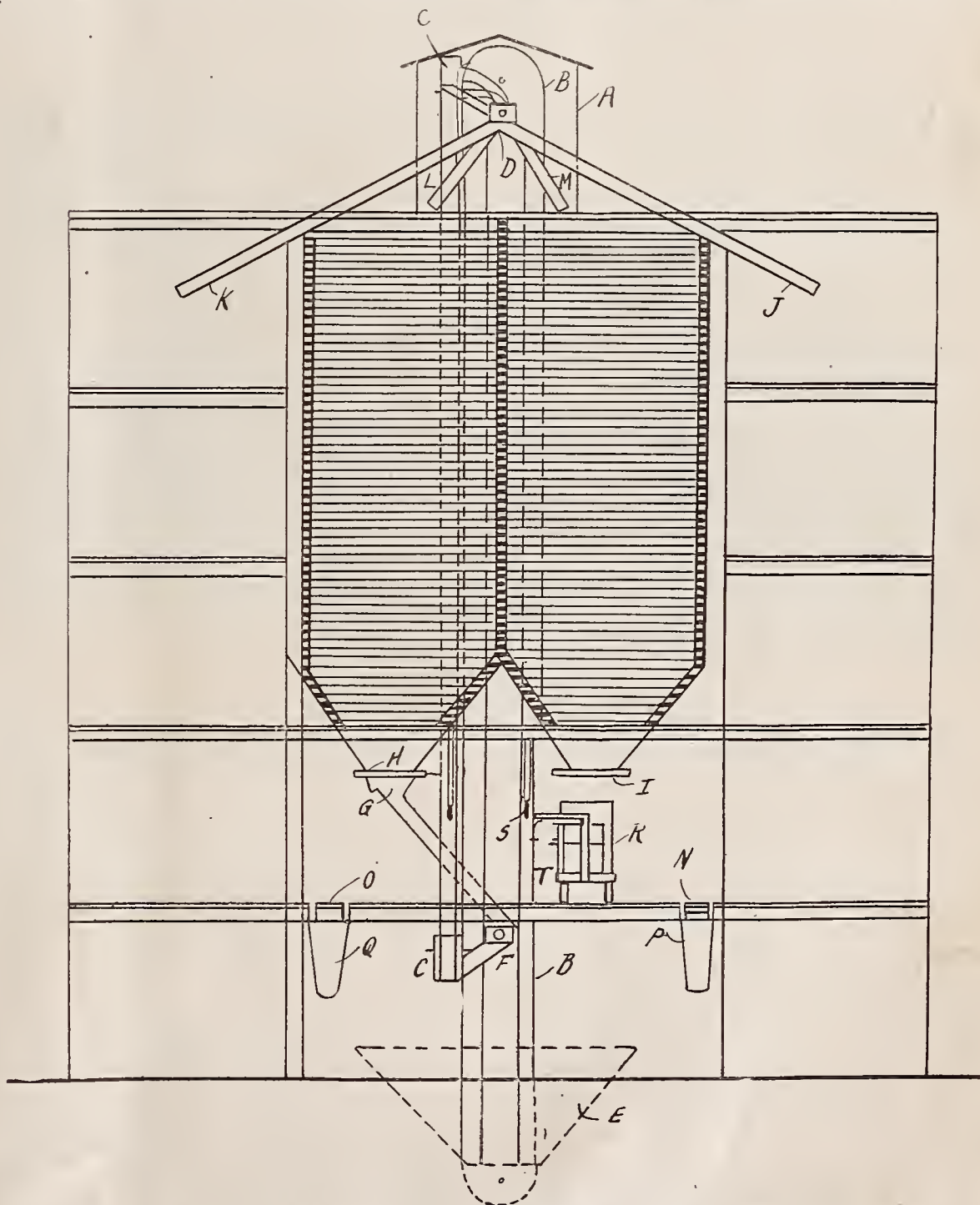
THE writer recently spent a very interesting half day in a New York grain store, one of medium size, receiving grain, mostly oats, direct from the West in car-bulk and sacking and retailing the grain when ready for team delivery, the grain meanwhile being held in bin storage until needed for the customer.

The store in question occupied about 80 feet frontage on a busy New York street and extended back half a block to an alley along which a railroad track was located. The depth of the building thus being one-half a short block, which in New York are 20 blocks to the mile, thus figuring out 132 feet wide. From this amount must be deducted

save such stock as might be stored on the floor from time to time.

The storage bins, 12 in number, six in a row and in two rows as shown, were built up, log-house fashion, of stuff two inches thick as shown by the cut. A roof-house *A*, extended the entire depth of the building and housed two elevators at the rear end, close to the railroad, also a screw conveyor *D*, into which grain was discharged from each of the elevators, *B* and *C*.

Elevator *B* received grain from the unloading hopper *E*, which was located close to the alley railroad. Another screw conveyor, shown at *F*, was located just underneath the second story floor and delivered



PLAN OF MODERATE-SIZED GRAIN STORAGE IN NEW YORK CITY

one-half the width of the street and also half the alley width, which brings the depth of building down to about 100 feet.

The building was framed in four equal bents of about 20 feet each, and supported from front to rear upon two rows of posts and outer rows of posts and outer side walls of brick. The two inner bents, with a central row of posts omitted, were occupied by the grain bins which occupied the third, fourth and fifth stories, the cast iron delivery hoppers extending down into the second story and terminating in a horizontal, lever-operated steel slide about six feet above the floor. Other than for the short hoppers from the ceiling and the slides above mentioned, the second story of the building was clear of everything

grain into the boot of elevator *C*. This was virtually a transfer conveyor and by its use it was possible to take grain from any one of the 12 storage bins and put the grain thus removed into any of the other bins.

A portable spout *G* could be hung under any one of the 12 storage bins and made to discharge grain into conveyor *F*, the slide under the bin which was to be discharged, being set to give just the rate required per minute. By using two spouts at the same time from two bins, grain could be mixed as required.

An automatic weighing scale, mounted on wheels, was provided and arranged so it could be pushed under one of the delivery slides, *H-I*, of which there are 12 in the store as stated. Grain from the auto-

matic scale can be discharged at will into conveyor *F*, and elevator *B* is so spouted that it may be made to discharge at will into either of the bins nearest said elevator, instead of delivering grain to conveyor *D*.

By placing the automatic scale under that bin and sending the weighed grain to conveyor *F*, elevator *C*, and into conveyor *D*, the weighed grain may be delivered into either of the other 11 storage bins and in this manner, the grain received from any car may be found either at the time it is unloaded, or thereafter as may be most convenient. In like manner, the amount of grain remaining at any time in any bin may be weighed upon the automatic and placed in storage as required.

By means of this peculiar arrangement, a certain amount of grain may be weighed into each of two bins, then the weighed grain from each bin run together into a third bin, the slides being set so as to empty both bins at the same time, thereby giving a pretty good mixture of the two kinds of grain.

Sometimes this feature proves very convenient when grain on hand weighs only 28 pounds to the bushel, and another lot of oats comes in weighing 35 pounds to the bushel as happened to be the case while the writer was in the mill. By means of the elevators and scale and conveyors, oats weighing 32 pounds per bushel are easily obtained from a mixture of the light and heavy stocks above mentioned.

Three spouts on either side were taken off from the worm conveyor as shown at *J* and *K*, and so placed as to deliver grain for surplus storage into the outer bents of the building. These spouts were not used save when it was necessary to house much more grain than the regular storage bins could hold.

From each of the three spouts *J-K* on either side, spouts *M* and *L* were branched out and these were made double, being forked out in two directions so that from the three spouts taken from the worm conveyor on either side, a spout was led into each of the six bins on that side. These spouts and divided spouts being each and all fitted with the necessary slides or stops, grain could be sent at will into any one of the 12 bins, or into any of the side bents as required.

The spouts *J-K* were led down to some of the lower floors, but this arrangement is not shown in the sketch. The purpose of this excess storage is as stated, to handle a large amount of grain in time of necessity and grain thus stored could be weighed into sacks from any of the spouts *J* or *K* as will hereinafter be described.

The ease and speed with which grain from any one of the 12 bins may be weighed into sacks and delivered upon a truck in the street in front of this store, would not be deemed possible by a person who had not seen the apparatus in operation. And the apparatus in question is simplicity itself.

There are two belt conveyors—flat belts about 16 or 18 inches wide, and carried upon rollers just level with the floor as shown at *N* and *O*, which show the two conveyor belts in position close as possible to the posts which support the storage bins. And these bins are carried, with all their contained weight upon said posts, the "cob-house" construction of the bins making it possible for the weight to be carried as described without any center row of posts under the bins.

Hinged chutes are shown at *P* and *Q*, which may be lowered by means of a wire cord and a weight, to receive sacks of grain from the belt carriers and deliver the sacks directly to a truck in the street. Chutes *P* and *Q* are so made that they are nearly balanced by the counter weight attached to each—balanced while in the nearly horizontal position which they occupy while delivering sacks from the belt conveyors. But when the chutes are swung upward, the counter weight is too heavy to balance them and the chutes are therefore held securely and vertically against the side of the building and cover the ends of the belts completely, securely protecting them from the weather.

A box, lined with sheet steel, is shown at *R*, in place upon a platform scale to which it is securely and permanently attached. The box is so made, the bottom being upon an angle of 45 degrees, that by raising lever *T*, the grain which may be in the

scale chute-box, will run out quickly, owing to the great angle in the bottom of the box.

The grain as it flows from the scale bag runs directly into a sack which is held in place over the end of the delivery spout by a workman. The end of the spout is not fitted with points for holding the sack in place. There is no time for this one-man business. Instead, the sack is slipped in place and held over the end of the spout for about two seconds, during which time, lever *T*—not shown very plainly as the lever and its slide are on the far side of the scale-box—is raised and the 80 or 100 pounds of oats in the scale box pass into the sack which is instantly removed and replaced by another sack.

While the sack is being removed and replaced, the weigher-man has released lever *T*, which falls, and its weight, together with the weight of the delivery slide, instantly closes the discharge opening of the weigh-box so that at all times, unless lever *T* be held in a raised position, the discharge opening will be closed without further attention from the weigher-man.

The instant that the handle *T* has been released, the weigher-man reaches for slide lever *S*, which hangs convenient to his hand. He pulls that lever and opens the grain slide a few inches, closing it again almost instantly before the downward rush of grain has acquired much velocity. Almost before the easy working slide has been fully closed, it is pulled out again, a shorter distance this time, then closed, and again opened a still shorter distance.

In this peculiar way, the weigher-man soon acquires experience which enables him to draw 80 or 100 pounds of oats into the weigh-box on the scale, with the greatest rapidity and with almost unbelievable accuracy. Indeed, the scale beam, as the writer watched the weighing process, seemed to almost exactly balance each weigh-time, and this too, with no "dribbling" of grain into the box.

Very seldom indeed, did the weigh-man have occasion to open the grain slide the fourth time for any batch of grain. The third "spit" of oats almost always caught the scale beam in a dead balance and as there was no "tare" in this weighing, no weight of sack to be estimated and deducted, it goes without saying that the weighing was about as accurate as could well be devised.

Some idea of the rapidity of the weighing may be obtained from the manner in which a large motor truck was loaded while the writer was at the store. A sort of trestle bench, a cross between a carpenter's "horse" and a laundry wash bench was pushed along until close to the weigh-scale, then 100 80-pound sacks were spread out on top of the bench which was about 30 inches high and large enough that sacks would not hang down too far all around when placed on top of the bench. Possibly the top of the bench was 18 by 44 inches. Sacks spread out on top of the bench could be easily and quickly picked up by the scale attendant without his having to stoop or reach.

The belt carrier was set in motion by a pull on a starting cord which ran along overhead, the entire length of the conveyor. Another cord was pulled which raised a stout timber which normally was kept in place across the conveyor at its discharge end and prevented the sending into the delivery chute of anything which might be lying upon the conveyor should that device be started accidentally or before a truck had backed under the chute at the delivery end of the conveyor.

A batch of 80 pounds of oats having been run into a sack as described in a previous paragraph, the scale attendant removes the filled sack and replaces it with an empty one, placing the filled sack to one side a few inches where it receives the immediate attention of another man who ties the sack securely and tips it over upon the belt conveyor by means of which the sack of grain is carried quickly to the front of the building and slides from the belt upon the chute *P* or *Q*, which may be raised or lowered at the will of the truck driver, and locked in such position that the sacks of grain will either remain upon the chute, or be carried by their momentum quite past the chute and fall upon the floor of the truck.

Usually, when starting to load, the chute is low-

ered until the sacks of grain slide off, well toward the front end of the truck. As the loading proceeds, the chute is raised a little and the sacks come to rest upon the end of the chute, from which they are conveniently removed and piled by the truck driver and his assistants, of which one or two are necessary for quick loading.

Meanwhile, at the weigh-scale, the weigher-man has been doping out 80 or 100 pound batches of grain as fast as the truck-loaders can take care of the sacks. When there are three men on the truck, four men are placed at the weigh-scale. The weigher, as described, the attendant who places the empty, and sets to one side the filled sacks, then there are two tyers who have their hands sometimes more than full in closing the sacks and tipping them upon the belt conveyor in time to be out of the way of the next sack filled.

When there are but two men on a truck, one tyer is dispensed with, the scale attendant setting aside two filled sacks and tying the third himself while the third man at the scale ties the two sacks set aside. When only the driver comes, say with a very small truck or with a one horse wagon, then the weigher-man and the attendant make up the entire scale crew, the attendant tying the sacks as he finds them filled.

With the two tyers and three men on a 4-ton truck, the 100 sacks of oats, each containing 80 pounds of grain, were filled, tied and sent to the truck and packed thereupon by his driver and two assistants in 15¼ minutes. Surely, a pretty short time in which to take 4 tons of oats from bins in the elevator, sack them in 100 sacks and deliver them, all packed upon an auto truck ready for the journey to destination!

FOOD CONTROL BILL PASSED

On August 8, the Food Control Bill as agreed upon in conference passed the Senate, the House having already accepted it. With a few exceptions the Bill is like the original, settlement of a minimum price for next year's wheat crop of \$2, based on No. 1 Northern, and the prohibition of manufacture or importation of distilled liquor, being the two principal added features.

The Bill vests in the President control over foods, feeds, fuels, fuel oil, natural gas and material for same, tools, machinery and equipment for producing them. It prohibits in the broadest way the limitation of production or transportation for the purpose of enhancing values, and gives the President power to license dealers or manufacturers when necessary to insure control. It prohibits hoarding, but this does not include storage from time of plenty to time of necessity, nor does it include farmers or their associations.

The President is empowered to commandeer any necessities for use of the army and navy, and to purchase and store supplies of all kinds and take over the plants where they are produced.

He is empowered to regulate boards of trade and exchanges and may adjust tariffs to protect the Government's guarantee of \$2 wheat.

Distillation or importation of liquor is prohibited and that now in bond or in stock may be commandeered for redistillation.

President is authorized to fix price of coal, regulate its sale and, if necessary to take over and operate mines, pipe lines, etc. He is also authorized to acquire nitrate of soda for fertilizing purposes.

Fines ranging from \$5,000 to \$10,000 and imprisonment from two to four years are provided for violation of the law, and the sum of \$152,500,000 is appropriated to carry out the provisions of the law.

The Act terminates with the war and the guaranteed wheat price for next year's crop terminates on May 1, 1919.

Sections 13 and 14 of the Act, providing for the regulation of speculation and stimulation of production are as follows:

Sec. 13. That whenever the President finds it essential in order to prevent undue enhancement, depression, or fluctuation of prices of, or in order to prevent injurious speculation in, or in order to prevent unjust market manipulation or unfair and misleading market quotations of the prices of necessities, hereafter in this section called evil practices, he is authorized to prescribe such regulations governing, or may either

wholly or partly prohibit, operations, practices, and transactions at, on, in, or under the rules of any exchange, board of trade, or similar institution or place of business as he may find essential in order to prevent, correct, or remove such evil practices. Such regulations may require all persons coming within their provisions to keep such records and statements of account, and may require such persons to make such returns, verified under oath or otherwise, as will fully and correctly disclose all transactions at, in, or on, or under the rules of any such exchange, board of trade, or similar institution or place of business, including the making, execution, settlement, and fulfillment thereof. He may also require all persons acting in the capacity of a clearing house, clearing association, or similar institution, for the purpose of clearing, settling, or adjusting transactions at, in, or on, or under the rules of any such exchange, board of trade, or similar institution or place of business, to keep such records and to make such returns as will fully and correctly disclose all facts in their possession relating to such transactions, and he may appoint agents to conduct the investigations necessary to enforce the provisions of this section and all rules and regulations made by him in pursuance thereof, and may fix and pay the compensation of such agents. Any person who willfully violates any regulation made pursuant to this section, or who knowingly engages in any operation, practice, or transaction prohibited pursuant to this section, or who willfully aids or abets any such violation or any such prohibited operation, practice, or transaction, shall, upon conviction thereof, be punished by a fine not exceeding \$10,000 or by imprisonment for not more than four years, or both.

Sec. 14. That whenever the President shall find that an emergency exists requiring stimulation of the production of wheat and that it is essential that the producers of wheat, produced within the United States, shall have the benefits of the guaranty provided for in this section, he is authorized, from time to time, seasonably and as far in advance of seeding time as practicable, to determine and fix and to give public notice of what, under specified conditions, is a reasonable guaranteed price for wheat, in order to assure such producers a reasonable profit. The President shall thereupon fix such guaranteed price for each of the official grain standards for wheat as established under the United States Grain Standards Act, approved August 11, 1916. The President shall from time to time establish and promulgate such regulations as he shall deem wise in connection with such guaranteed prices, and in particular governing conditions of delivery and payment, and differences in price for the several standard grades in the principal primary markets of the United States, adopting No. 1 Northern spring or its equivalent at the principal interior primary markets as the basis. Thereupon, the Government of the United States hereby guarantees every producer of wheat produced within the United States, that, upon compliance by him with the regulations prescribed, he shall receive for any wheat produced in reliance upon this guarantee within the period, not exceeding 18 months, prescribed in the notice, a price not less than the guaranteed price therefor as fixed pursuant to this section. In such regulations the President shall prescribe the terms and conditions upon which any such producer shall be entitled to the benefits of such guaranty. The guaranteed prices for the several standard grades of wheat for the crop of 1918, shall be based upon No. 1 Northern spring or its equivalent at not less than \$2 per bushel at the principal interior primary markets. This guaranty shall not be dependent upon the action of the President or said board under the first part of this section, but is hereby made absolute and shall be binding until May 1, 1919. When the President finds that the importation into the United States of any wheat produced outside of the United States materially enhances or is likely materially to enhance the liabilities of the United States under guaranties of prices therefor made pursuant to this section, and ascertains what rate of duty, added to the then existing rate of duty on wheat and to the value of wheat at the time of importation, would be sufficient to bring the price thereof at which imported up to the price fixed therefor pursuant to the foregoing provisions of this section he shall proclaim such facts, and thereafter shall be levied, collected, and paid upon wheat then imported, in addition to the then existing rate of duty, the rate of duty so ascertained; but in no case shall any such rate of duty be fixed at an amount which will effect a reduction of the rate of duty upon wheat under any then existing tariff law of the United States. For the purpose of making any guaranteed price effective under this section, or whenever he deems it essential in order to protect the Government of the United States against material enhancement of its liabilities arising out of any guaranty under this section, the President is authorized also, in his discretion, to purchase any wheat for which a guaranteed price shall be fixed under this section, and to hold, transport, or store it, or to sell, dispose of, and deliver the same to any citizen of the United States or to any Government engaged in war with any country with which the Government of the United States is or may be at war or to use the same as supplies for any department or agency of the Government of the United States. Any moneys received by the United States from or in connection with the sale or disposal of

wheat under this section may, in the discretion of the President, be used as a revolving fund for further carrying out the purposes of this section. Any balance of such moneys not used as part of such revolving fund shall be covered into the Treasury as miscellaneous receipts.

A THRIVING INDIANA BUSINESS

It was in the year 1909 that the E. E. Delp Grain Company of Philadelphia, Pa., a prominent firm on that market, bought the Bourbon Mill & Elevator at Bourbon, Ind. The purchase was made with the design of establishing a feeder for the Philadelphia end of the business. The venture proved successful from the start and has continued in unabated prosperity under the management of E. E. Delp who came West to take charge of the business. The affairs at Philadelphia are run by A. F. Gruber.

The elevator has a capacity of 75,000 bushels and the mill a capacity of 150 barrels of flour daily. The elevator has its own track accommodating 150 cars and can unload and ship out about 15 cars daily. Grain is received from Chicago and all the Central Western grain raising states and cleaned for Eastern shipment. The machinery equipment



PLANT OF THE E. E. DELP GRAIN COMPANY, BOURBON, IND.

includes two Hess Driers, two Invincible Oat Clippers, four Invincible Cleaners, oats and wheat separators, and one cockle machine.

The mill is of the John T. Noye type and manufactures all grades of flour, but mostly a straight flour for export. Power is furnished by a 150-horsepower steam engine. The firm is a member of the Chicago Board of Trade, Philadelphia Commercial Exchange, the Indiana Millers' State Association, and Illinois and Indiana State Grain Dealers' Association as well as the Grain Dealers' National Association.

NORTH DAKOTA STILL EXPERIMENTING

Not satisfied with the protection afforded by the Grain Standards Act, North Dakota has supplemented that legislation by state laws which will prove a real hardship on grain dealers and, in the end, will afford no greater protection than the Federal statute furnishes.

The state law provides that all grain must be inspected before it can be purchased, and specifies a fee for each inspection. This requires that every load of farmer's grain must be inspected before it can be accepted by the country elevator and that every load will have to pay the inspector's fee. So burdensome is this last provision that the State Railway Commission has set it aside until its constitutionality has been determined by the courts. It was expected that these fees would yield about \$500,000 to the state, of which 25 per cent was to have been put aside for the creation of a terminal elevator fund. The balance of the fund was to have been used for the payment of inspectors' sal-

aries and other expenses, all of which will now have to come out of the \$10 fee which deputy inspectors are required to pay.

As every elevator manager will have to become a deputy inspector, and as no provision is made for the payment of deputies, this part of the law may also be found unconstitutional, as the courts have held that a man's time and services are property and that no man's property may be seized for public use without compensation. So it is quite possible that the whole law will be ineffective.

ENTITLED TO STORAGE IN TRANSIT

BY SYDNEY A. HALE.

Imposition of a higher freight rate for the movement of wheat in carloads originating beyond Kansas City, Mo., and stored in transit at Leavenworth, Kan., from which point it was reshipped to Chicago, than the charges contemporaneously applied for the movement of similar wheat from Kansas City to Leavenworth for milling and subsequent movement to Chicago was declared unreasonable by the Interstate Commerce Commission recently. The Pierson-Lathrop Grain Company of

Kansas City was awarded reparation on shipments stored at Leavenworth in the fall of 1914. [46 I. C. C. 359.] Subsequent to the movement which formed the basis of the complaint, the railroad amended its tariffs to provide for storage at Leavenworth under a through rate.

WASTE OF CAR SPACE

President E. P. Ripley of the Santa Fe Railroad recently made a public statement in which he condemned the various state boards of public utilities and state railway commissions for increasing the difficulties of the railroads by keeping down the minimum car loads below those fixed for interstate traffic by the Federal Commission.

He used as an example of the waste in car space, shipments of flour and other grain products. The same complaints cannot be made of grain to the extent he quotes, but as many elevators handle the products he cites, his statement, which follows, is of interest:

In the last year the Santa Fé handled 56,512 carloads of flour and other grain products, which loaded on an average about 39,000 pounds, the larger load of the interstate movement having been pulled down in the average by the smaller loads in the states. Had this average load of less than 39,000 pounds been increased by 11,000 pounds and made merely a fair load of 50,000 pounds, the Santa Fé would thereby have saved for other transportation uses and for other shippers about one car out of four—that is, in moving 56,512 shipments of grain products it employed about 14,000 cars more than were necessary for that transportation. What a stupendous waste for only one carrier on only one commodity! What I say about grain products is true in varying degrees of many other commodities moving in large quantities.

National Hay Association at Chicago

Hay Convention a Patriotic Meeting—Chicago Proves Agreeable Host—R. B. Clark of Wisconsin Elected President—Cleveland Is Recommended for Next Meeting

CHICAGO Board of Trade, Chicago hay dealers, Chicago weather and hospitality, and the various speakers on a program of exceptional interest, all contributed in making the twenty-fourth convention of the National Hay Association on July 24, 25 and 26, one of the most enjoyable in the Association's history.

President D. F. Wright conducted the meetings in his usual efficient manner, after the invocation by the Rev. W. T. McElveen, calling upon Secretary J. C. F. Merrill of the Chicago Board of Trade, who gave the welcome to the hay dealers, in the absence of President J. P. Griffin.

Mr. Merrill pointed to the rapid growth of Chicago, its importance as a market, the tremendous volume of the country's hay business, and the present necessity of placing patriotism above profits. His extension of a welcome to the hay men was responded to most graciously by Charles S. Mead of Moravia, N. Y., who struck the keynote which was observed throughout the meeting when he said:

This Association is rightfully to be classed as a business institution, but it may not be rightfully said of it that it exists solely for the purpose of monetary gain to its members. Its mission is less sordid than that, for it aims to do its share in the great work of distribution of the foodstuffs of our country, and we hope to prove to the people of the United States that we are standing loyally back of the Government in its efforts of conservation and distribution, that the world at large may best be served. And if perchance there is one among us who is selfish, let him lay aside his selfishness and grasp the bigness of the times and go from us with a larger vision, a vision worthy of our country and our American men.

MEMORIAL ADDRESS

A tribute of respect to the memory of those in the trade who had passed away during the year was given by the entire convention who stood silently for a few moments after John Dickson of Pittsburgh had delivered the address in commemoration of E. G. Rich, Ledyard, Iowa; George E. Van Vorst, New York; Joseph S. Dewey, Blanchester, Ohio; W. T. Wilson, Nacogdoches, Texas; W. Guy Carleton, St. Paul; L. Penta, Savannah, N. Y.; A. D. Campbell, Peoria; Calvin L. Gehman, Vermontville, Mich.; J. C. Christian, Rocky Mount, N. C.; W. D. Thornhill, Bluefield, W. Va.

REPORT OF BOARD OF DIRECTORS

President Wright gave the report of the Board of Directors as follows:

We are to celebrate our twenty-fourth annual convention, and notwithstanding the most deplorable and disturbed conditions in the history of the world our Association is stronger and doing efficient work.

Formal entrance of the United States in the European War has brought tragic changes in world affairs, the ultimate consequence of which no one can forecast at this time.

Conservation of Food Supplies.

The food question will be a vital factor in determining the result of the war. Our Government authorities have begun the work of mobilizing farming interests. Agitation for a larger increase and more intensive tilling of the soil, in the production of all food products is being made by national and state authorities, and the man "who can make two blades of grass grow where only one grew before" is serving his country as loyally as the man on the firing line.

Our country's need for planting and consumption is seven bushels of wheat per capita, whereas it has only five.

Thirty-three million people on our 6,500,000 farms must feed themselves and 67,000,000 others in this country, to say nothing of our export requirements.

Recent compilations show that the present shortage of farm help is over 50,000 workers.

Live stock has reached new high price levels exceeding the record quotations of the early sixties.

While we are truly interested in the conservation of all products we can justly specialize today on the hay crop.

Included in the 109,000,000 tons of hay produced last year, I dare say 25 per cent of that used on the farms had no merchantable value; many tons of hay are placed before stock to be mostly wasted, for which the farmer would not pay \$1 per ton were he obliged to go in the market and buy it. Can we not start an educational system inducing the grower to utilize the land which produces the inferior hay for the produc-

tion of other commodities? He would then raise the character, quality and value of his hay, and at the same time render valiant service in the production of the necessities which will sustain us as a nation.

The Government report of growing crops is most encouraging and shows a very material increase in all grains and food products as compared with last year.

In 1916 four crops have each exceeded a billion dollars in value at the farm, namely, corn, cotton, hay and wheat.

The year 1916 was one of comparatively low production, but prices and values of all crops, with exception of hay, were extraordinarily high.

Transportation.

The Transportation Committee has had to step lively to keep track of the proposed changes in transportation matters.

In December, Chairman Robinson and H. C. Morgan of Pittsburgh attended a hearing before the Interstate



PRESIDENT R. B. CLARK
Chippewa Falls, Wis.

Commerce Commission in Washington to protest against proposed changes in diversion and reconsignment privileges with increased tariffs.

An adjourned hearing was held in Chicago the first week in January.

Several hearings were held in both Washington and Chicago, all of which were attended by committees to protest against such changes.

The lumber, coal, grain and all other shipping interests were united with the hay trade in making vigorous protests and the Commission suspended the proposed tariffs.

Then came a petition for an increase of 15 per cent in freight rates, effective July 1.

The Commission, however, finds that the railroads as a whole have been making money, and records show that most of them are in a most prosperous condition.

The general operating results as viewed over a series of years show substantial improvement, a general prosperity, and they have ample resources with which to conduct transportation.

The request for increase in rates was denied, except in specific cases of some few roads in the West and South which were granted a small advance over present rates on some commodities.

The difficulties of the great railroads are many, some of which may properly be charged to crew inefficiency. Railroad men, as a rule, in the course of their duties do not seem to act as a unit; they go about their work in a somewhat cold, indifferent manner, with appar-

ent little regard for their employers' success. This attitude is true of many officials with high salaries as well as with the lowly employee.

We believe that if carriers' representatives would give more consideration to the rights of shippers there would be less work for the commission to perform, and if cases were decided by carriers on their merits, there would be no cause for appeal.

The New York Hay Exchange Association of New York City has found it necessary to make several appeals to the Interstate Commerce Commission from decisions of railroad officials and have received a favorable decision in every instance. When railroad officials are continually reversed by Federal authorities, it is a strong indication of inefficiency. We have in mind now an unreasonable rule adopted by the New York Central Railroad Company, September 1, 1916, whereby 75 per cent of their large hay warehouse in New York City was practically assigned to some 15 receivers and the remaining 25 per cent to all other receivers or shippers. Shipments under this rule were permitted only upon special authority issued by their general agent in New York City and surrendered by the shipper to the railroad agent at the point of shipment before a car would be furnished.

The New York Hay Exchange Association endeavored to reason the injustice of the rule with the traffic officials without any effect. An appeal was then made on September 20, 1916, to the Interstate Commerce Commission, the case was heard on November 7 and duly argued at Washington in January last. The decision was handed down in March in favor of the New York Hay Exchange Association. The decision in part reads: "We need not discuss the operation of the present system in greater detail or dwell at greater length upon its disadvantages; it suffices to say that the system must be condemned because it is wrong in principle. One of the principal objects of the Act to Regulate Commerce, was to require carriers to adopt rules and regulations which would apply alike to all shippers, whether large or small."

Why this railroad ever created such an unjust rule and had the courage to attempt to defend it before the Commission is far beyond comprehension.

Thanks are due the New York Hay Exchange Association who at considerable expense fought the case, whose action was indeed "not for self but for all" and performed a good service for the shipper when car equipment, terminal facilities and motive power are inadequate to promptly handle the business which the transportation companies are earnestly soliciting.

Our national administration, appreciating the limitation of the transportation companies, and their inability to promptly move the commerce of this country have, through the Council of National Defense, appointed a committee consisting of five railway presidents, to direct the operation of the railroads during the war.

The American Railway Association assures that this will bring about maximum efficiency in the country's transportation service.

A centralized management of the great railway system must result in many reforms, and we can be of great service by co-operation in every way possible in all our transactions with the transportation companies.

Grades and Inspection.

No less than 50 receiving markets, agricultural colleges and experimental stations have adopted National Hay Association rules for grading and are now using them with much satisfaction, the last to adopt being Atlanta, Ga.

In response to a request from Atlanta Commercial Exchange, Secretary Taylor visited Atlanta and recommended the appointment of W. R. Davis as National Hay Inspector in that market, and he was duly approved.

Under Rule 5, Inspection and Weighing Rules, Joseph Gregg, T. J. Brooks and W. S. Duncan were appointed as an appeal board for that market.

In 1914 the grades now in use were adopted for three years. These rules were formulated by a committee after careful thought and deliberation. It is true that each season every market and every producing section may have a different condition and problems to annoy in the grading of hay. The grower's idea differs from the country buyer's. The shipper may differ from the receiver and the receiver from the consumer.

One set of rules will not cover all conditions and be satisfactory to all men—all men cannot think alike; they differ in judgment; but we must recognize a standard set of rules and if same could be universally adopted in all markets, many of the differences between shipper and receiver would be entirely eliminated.

No. 1 timothy should be No. 1 timothy in New York, Chicago, or New Orleans.

We must further recognize that the percentage of No. 1 timothy has been growing less each year. This is possibly owing, at least in many localities, to depletion of the soil or possibly to modern implements and methods used in harvesting of the crop. In most sections a grade of hay is produced which is not strictly No. 1 and yet too good to place a No. 2 order. This may properly be called a "liner" or "standard" and I would recommend that such a grade again be established in our rules.

Approved inspectors in all markets are essential and we find an increasing demand for National Hay In-

spectors in both receiving markets and country points. We have had many applications for the appointment of inspectors under Rule 1 of Inspection and Weighing Rules, by shippers, as individuals and not representing an exchange or organization, organized for the betterment of trade or as a commercial body.

Owing to a misinterpretation of this rule, inspectors were approved at Lyons and Skaneateles, N. Y., and upon action of the Board of Directors authority was withdrawn from both of these places on July 1, 1917.

In justice to the inspectors, we may say their work was entirely satisfactory, no complaints having ever been made regarding their work.

Some means should be employed to secure the approval of inspectors in all markets. Under our rules this can be accomplished upon application of any chamber of commerce or shippers' exchange. It would help to establish our grades in new markets and such inspection would be available in case of dispute over grades. Our present rules have been giving very general satisfaction.

The first meeting of the Board of Directors was called at the close of the convention at Cedar Point, July 13, 1916.

After organization and election of the various committees, J. Vining Taylor was retained as secretary-treasurer and Morton Longnecker as assistant.

The work of your secretary is increasing each year and the burdens of the Association are mostly worked out through the efficiency of his office. It would do any member good to inspect the system employed in the office at Winchester and note the thoroughness and efficiency of Secretary Taylor.

The mid-winter meeting of the Board was held at Cleveland, January 2. All of the Directors excepting Mr. Duncan of Georgia were in attendance.

Petitions from many cities were filed with the secretary soliciting our twenty-fourth annual convention. After some discussion and deliberation we were unanimous in the selection of the Sherman House, Chicago.

The last meeting was held in this house yesterday.

Our Finances.

It is a well-known fact that there has been marked advance in every commodity which is essential for the maintenance of the individual and his family.

The expenses of every business office is much greater today than ever before. The business man recognizes the necessity of the telephone, in every department, the dictograph, the mimeograph, adding and bookkeeping machines, and the motor car for commercial use, all of which a few years ago would have been considered a luxury.

Every good business man expects good value for his merchandise and expects to give value for that which he has to offer.

Gentlemen, do you realize that for the nominal sum of \$7.50 the National Hay Association is giving each member many times that amount in service each year. We are continually working for the betterment of conditions in the hay trade, working in harmony with Federal and state authorities, and keeping you informed regarding all matters which directly affect your interests.

Our officers and Transportation Committee are investigating every change in tariffs and rates to know that your interests are fully protected. In fact, we, as an association, have been working for 24 years to make our organization strong and efficient and invaluable to the merchant engaged in the hay trade.

We believe we have succeeded. We recognize opportunity to initiate new forces which should receive the approval of our entire membership.

Our predecessors saw the advantage of many valuable projects, but had no money to carry them through.

Our resources are \$7.50 per year for our membership.

To enable your officers to keep in the line of progress, to promote new features, to make our organization more efficient, and meet conditions which are continually arising, in an effective manner, we recommend the annual dues be increased to \$10.

When this is done we deem it wise to consider the wisdom of securing a traffic man who shall look after all matters pertaining to transportation and freight rates.

During the past year many railroad agents and even division freight agents have been unable to correctly interpret many of the embargoes which were issued.

Tariffs are more complicated each year. Demurrage charges, storage charges, embargoes, etc., are a very important part of our work, and with our increasing membership a traffic man will meet a demand of the hour with profit to the Association and every individual member.

In concluding, the president paid a personal tribute to the Board of Directors, the chairmen of committees and Secretary Taylor, and urged every individual member to keep in close touch with the officers and co-operate with them.

President Wright submitted a supplementary report, in which the Board recommended certain changes in the By-Laws and Arbitration Rules, which were technical in their nature and will be printed at length in the official year book of the Association.

Upon motion the Report of the Board of Directors was referred to a special committee consisting of

P. E. Goodrich, R. M. White, H. A. Bascom, John Dickson and H. M. Strauss.

REPORT OF LEGISLATION COMMITTEE

The report of the Legislation Committee was read by Chairman P. E. Goodrich and was adopted, as follows:

The committee has not considered any legislation other than the passage of the Pomerene Bill of Lading Bill through the last session of Congress.

This is the most important measure to the hay trade that has been passed by Congress since the existence of our organization. We are pleased to report that through the efficient and persistent effort of the secretary of our Association this organization took advanced grounds in favor of this measure when it was first introduced and followed it up vigorously day after day and week after week until it culminated in the passage of the measure and it being signed by the President of our country.

This measure provides that the transportation companies shall accept the weights of shippers as inserted in the bill of lading where they have adequate weighing facilities. This, of course, raises the question as to what adequate weighing facilities are.

In order that the members of our organization may be in a position to support their claims for shortage or damage, they should be equipped with the very best wagon scales where hay is loaded directly from the wagons into cars. They should have their scales inspected regularly by either the State Weighing Department of the several states or by the city or county department, where such a department is maintained.

If there are states which do not have a State

Weighing Department or do not provide for a county or city weighing department, we would urge all our members to secure the passage of such legislation in their several states.

In no other way can we be absolutely sure that our weights will meet the requirements of the Pomerene Bill. Where hay is loaded from storage houses, it should be weighed very carefully and the exact weight inserted in the bill of lading. These scales also should be tested at frequent intervals in order that the shipper may be sure his weights are correct.

The railroad companies are checking the weighing facilities of shippers more carefully since the passage of the Pomerene Bill than ever before. You may not know it, but your local freight agent at your shipping station knows pretty well the condition of your scales and when they were last inspected.

If we set up a claim for shortage on a shipment of hay and our scales have not been inspected within the last year, we may expect the transportation company to take the position that our scales are not weighing properly, and for this reason they will not entertain a claim.

Your committee has felt for the past few months, since we have entered into this war, that they should not burden the National Congress with an appeal for the enactment of special legislation or should not further the introduction of any bill favoring such, until this war is over, and we should do nothing to detract the attention of Congress from the work in hand. But rather, we should discourage any such legislation and do all within our power to uphold the hands of our Government.

Colonel E. D. Dravo of the Quartermaster's Corps of the army and Mr. Doering, inspecting engineer from the Panama Canal, said a few words of appreciation of their opportunity to be present, and after President Wright had appointed the following committees, the session adjourned:

Nominating Committee: J. D. Cole, Missouri;

Ren Martin, Pennsylvania; C. E. Walters, Illinois, Gustav Huzer, Maryland; E. Wilkinson, Alabama; E. A. Dillenbeck, New York; J. D. Sale, Indiana.

Auditing Committee: Egil Steen, Maryland; R. B. Clark, Wisconsin; Warren Dean, New York.

Resolutions Committee: H. G. Morgan, Pennsylvania; George Rupert, New York; J. V. Ferguson, Louisiana; D. W. McMillen, Indiana; C. D. Carlisle, Missouri.

Committee on Credentials: Rudolph Raabe, Ohio; H. E. Boney, North Carolina; T. A. Ramsay, Michigan.

WEDNESDAY MORNING SESSION

The Wednesday morning session opened with the report of the state vice-presidents, read by Chairman F. M. Williams of New York. This report recited in detail the crop and trade conditions in all parts of the country and Canada. He found that as a rule hay acreage has decreased and that trade conditions were everywhere favorable, but gave the following warning in conclusion:

Practically all of the state reports mention the rapid increase in the use of motor-propelled vehicles. The automobile industry has increased beyond the wildest dreams of its promoters during the past 15 years, and the demand for driving horses has practically ceased, very few appearing in cities, towns and villages, or even on the farms. Light and heavy motor trucks are taking the place of draft horses, and



ACTIVE HOSTS OF ALBERT MILLER & CO. CHICAGO
(Left to Right) J. L. Devlin, J. A. Benson, A. B. Marcumont, John H. Devlin, J. F. McCormick, Sidney Seeder.

the tractor is gradually taking the place of the farm horse. It is estimated that something over 3,000,000 motor-propelled vehicles are in use in the United States at the present time. If the use of motor trucks in our large commercial centers increases as fast during the next five years as it has during the past two, it will result in doing away with horses almost entirely. Since the outbreak of the European war several million horses have been purchased in this country, decreasing the consumption of hay five to six million tons annually. In view of these facts, it would seem that there never was a time in the history of the hay business when we were confronted with greater need for conducting all branches of the business on careful and conservative policies. The plowing up of thousands of acres of old, foul meadows the past spring will materially decrease hay production, which, with the decreased production in some states, without doubt, will be the means of improving the condition of the business during the coming year, justifying my prediction that practically all of the 1916 crop left over and this year's crop will be consumed by the time the 1918 crop is ready for consumption. If the war continues much longer, the coming year is apt to be one of the most satisfactory in the history of the hay business. Therefore, do not become disheartened in view of the unfavorable features of this report, as there is a bright outlook ahead of us for the near future, at least.

THE HORSE VERSUS THE AUTO

William J. Overocker of New York had prepared a paper on the "Horse versus the Auto," but was unable to be present, and it was read by E. A. Dillenbeck of New York. The address was as follows:

I am going to confine myself to experience and personal observations in the greatest city in the world, covering a period of more than a quarter of a century.

Correct statistics of arrivals are not being obtained, but I am convinced that as much hay is being consumed in New York today as ever before in the history of the city, for it should be remembered that the

city has doubled in population during the time covered by my observations.

It is remembered when, in the course of the elevated railroad construction, it was freely predicted the surface lines would very rapidly go into disuse, but today, when 45 years have elapsed, the traveling public cannot be accommodated with our three-decked transit system, and 10-car trains under two minute headway, jammed many times beyond the limit of comfort and decency.

I well remember it was in Ontario, Canada, in the autumn of 1888 that I first saw electricity applied as motive power to surface railways, and, in anticipation

would wish us back to the year 1900, when these vehicles were simply a conception in the mind of the inventive genius? And while these machines are here to stay, the dream of the aesthetic, when our city streets are to be as clean as the parlor floor in a well-regulated household, and as noiseless as a country graveyard because of the absence of the horse, is not to be realized; for this and future generations will pass on to join the company of the great majority and the horse will still be the benefactor of mankind and be loved by many who recognize him as the greatest of God's creations next to man, the hay necessary to feed him and the long, clean rye straw for him

cision of the Committee and six cases remained under preparation.

H. A. Foss, of Chicago, read a short paper on "Correct Weights at Unloading Points and How to Ascertain Them," laying much stress on the human equation and the importance of having a competent man weigh and record the weights. In the general discussion which followed, invisible loss or natural shrinkage of hay was emphasized.

Secretary Riley of the Indiana Grain Dealers' Association took occasion to call to the attention of the grain men present the importance of ascertaining the dockage in grain at country points or the shipper would have to stand a severe loss. He urged that every dealer furnish himself with the necessary equipment to find the dockage.

WEDNESDAY AFTERNOON SESSION

The afternoon session was opened with the reading of Secretary G. Vining Taylor's report, as follows:

The Association year just closed has undoubtedly been the most unusual that I can remember in the hay business. You have had many disagreeable things with which to contend. The crop, while an average one, was of an unsatisfactory grade, and has been handled on a fair margin only, that is to say, when it could be put into the markets at all.

Transportation Difficulties.

The transportation companies have had their hands full in moving the traffic of this nation. They have to some extent taken advantage of the abnormal conditions and I believe have shown undue preference in the movement of freight. Therefore, the commodity in which we are interested—hay—has been made to suffer. In some instances, it has taken three to four months for hay to move from Michigan to Boston rate points, and these are not isolated cases.

The railroads confronted us early in the season with the knowledge that they intended to increase the demurrage charges, following this by the information that the reconsignment privileges were to be modified and that the charges thereon would be increased. Then they came to us with the intelligence that they would ask for a 15 per cent general advance, not forgetting that in several classification territories an attempt was made to increase the minimum weight on hay.

These matters, as well as others of minor importance, have been looked after by your Transportation Committee, president and secretary, and with what degree of success you know only too well without my going into detail as to the results.

The year has been harmonious in our official family, and while the arbitration cases, controversies and claims have been numerous, this has been brought about, as mentioned above, by crop and transportation conditions. We find the new crop has been harvested in splendid condition with a yield of practically 102,090,000 tons, or a little less than 7,000,000 tons short of the last year's crop. A great many meadows have been plowed up owing to the extreme high price of grain which accounts for this shortage to some extent. The hay that is back on the farms of the old crop is of an inferior grade and we trust will remain there to be fed or used as fertilizer.

Membership.

This year we have not spent as much time on the membership problem as heretofore on account of other matters of greater importance confronting us, but even so, we have received during the year 1916-17, 166 members, making a total of 1,126 members on July 1, 1917. We lose each year a certain number of floaters by resignation, dissolution, failures, suspensions, deaths and non-payment of dues. This year not being unlike others we have dropped for the above causes 144 members, classified in the statistical report.

I know that you members grow weary of my continual requests for co-operation, but it is so very easy for you to secure one new member as your allotment for the year that I cannot conceive why you do not respond to my requests. If the 1,100 members in good standing in this Association would send in just one new member during the year, just think of what it would mean to the organization.

Arbitration.

We have received in our office 173 cases; 10 cases were referred to the Committee for settlement; eight members were suspended for refusing to arbitrate or abide by the decision of the Committee; two cases were appealed to the Board of Directors; two cases withdrawn; 142 cases of unimportant character of which no official record has been kept have been presented and settled; nine cases now under preparation.

I should be very ungrateful indeed did I not publicly acknowledge the splendid services of our capable chairman, Mr. Huffine, for the manner in which he has carried out the duties of his office in handling these arbitration matters. His report will verify this, I am sure.

We all have hobbies. Your secretary's has been the investigation and exposure of dishonest, unreliable firms, the vampires of the trade, as it were, who live



W. H. TOBERMAN READY TO TAKE A PARTY AROUND CHICAGO IN HIS AUTO

of its general application for the movement of street cars, I, together with many others, saw the end of the hay business—and that in the near future.

Then again, during the early days of the present century, when the auto first made its appearance, many of us were sure the trade was doomed to extermination; in any event, that it would dwindle to a piker's business. This was before any one thought of the success of the auto truck, which is here to stay, and though more expensive than the horse, except for long hauls, it fills an urgent need; for until the advent of the gasoline wagon, the problem of the movement of traffic through our streets was a problem unsolved.

If in a single day we could turn the dial of time

to lie upon, that he may rest his weary bones after a hard day's toil, will continue to be a considerable factor in the commerce of our country, and the method of handling, as to how, when and where, a bone of contention between the distributor and the railroads.

The address was followed by a discussion in which all the principal markets were heard from, and all agreed that while strictly local business had fallen off to a marked extent, the general volume of hay business had steadily increased. New channels of distribution are opening up, and the hay business is rapidly becoming a dairying proposition and tim-



A WELL-KNOWN GROUP OF HAY CONVENTIONITES ON THE FORWARD DECK

back 20 years, a condition very real would confront us. How could street traffic of our large cities be handled if the horse were the only motive power? And how could the railroads haul the fodder for so vast an army of horses? It simply could not be done.

A wise Providence has always met the emergency of man at the psychological time, and it certainly was so with the application of gasoline as motive power.

Reviewing the business as conducted in New York, it must be remembered that during the years from '80 to '90 there were but three terminals where hay was handled to any extent, while today it is handled in volume at more than 15 different stations, and at more than 15 others some hay is handled every day.

Yes, the auto as a pleasure vehicle and the auto truck as a public necessity is here to stay; and who

othy is giving place to clover mixed and alfalfa.

H. W. Robinson of Cleveland, chairman of the Transportation Committee, read a lengthy report, which had previously been summarized in the Board of Directors' report. The report was adopted as read.

REPORT OF ARBITRATION COMMITTEE

B. M. Huffine of Kansas City reported for the Arbitration Committee that out of 173 cases of dispute during the year only 13 had been handled by the Committee, the rest being settled or compromised by the secretary. Eight members were suspended for refusing to arbitrate or abide by the de-



C. D. CARLISLE OF KANSAS CITY

on the life-blood of innocent victims. If I could impress upon you gentlemen the importance of reporting to my office unsatisfactory dealings with firms that you are not familiar, I would appreciate it very greatly. In this way we could save many dollars among our members during the year. Call on me for information along these lines, and if I don't have it, it can be gotten for you promptly.

Crop Reports.

Crop reports have been sent out from time to time and compiled with the thought of giving you as accurate information as it was possible for us to se-

cure. I still beg your co-operation and interest in getting these reports of inquiry on crop conditions back to my office by the first mail after you receive the blanks so the crop information will be fresh. We consider this part of our work very important and a good guide to you in your business.

Inspection and Grades.

There has been very little complaint this year in respect to our grades. I still trust and recommend that the Grades Committee will make their report to cover the restoration of the old grade of Standard.

There are a few markets yet that do not use our grades much to our regret, but we hope sooner or later that they will see the error of their ways and fall in line.

One Appeal Board has been appointed this year which is the first in the history of our Association. On June 25 your president, under Weighing and Inspection Rules, appointed the following gentlemen for the Atlanta market: W. S. Duncan, Joseph Gregg, T. J. Brooks.

Literature and Advertising Matter

We have sent broadcast through the various channels of the organization, such as state vice-presidents, committees and our office thousands of pieces of printed matter, outlining the work of the Association and asking for co-operation for the betterment of the hay trade. We are always glad to supply our members with anything that we have to be sent out to their customers.

Freight Claim Department.

It has been the wish of your secretary for years that we could establish an efficient Freight Claim Department but with our limited working capital we have never been able to do this to the point of efficiency. However, we are always glad to have your freight claims and have now arranged with a reputable transportation and traffic concern to handle these claims from our office at a nominal fee. The secretary could not possibly undertake to handle these claims unless our office force were materially increased. I hope the time is not far distant when we can have not only a Freight Claim Department but an efficient traffic man to represent this Association in all matters interesting the trade.

Recommendations.

I recommend a change in our By-laws, Article II, Section 2, as follows:

"Any member not in arrears for dues, or for failure to comply with the finding of the Association's Arbitration Committee, who is not under charges for a violation of any part of the Constitution, By-laws or Rules of this Association, or who has no difference pending on account of any contract likely to result in a demand for arbitration, may resign his



R. M. WHITE OF DULUTH

membership in this Association and withdraw therefrom by officially notifying the secretary of his desire to do so, provided, that written notice to the secretary shall have been given at least 30 days previous to the date of such application for withdrawal, and the secretary shall have made application of the fact by circular letter addressed to every member of the Association."

Also page 209, Section 3:

"The Executive Committee shall investigate all complaints of misconduct or uncommercial practice made by one member of the Association against an-



THE BANQUET ON WEDNESDAY EVENING WAS A BIG SUCCESS, AS MAY BE GATHERED FROM THIS PEEP AT THE DINERS

other and may take cognizance of any charge of uncommercial conduct or act affecting the good name of the Association on the part of its members, when preferred by a member or reputable parties not members of the Association, and shall report upon same to the Board of Directors."

I would suggest that this be taken out of the Constitution and By-laws and put in the Arbitration and Investigation Rules, and be known as Rule 2, Section D, and read as follows:

"The Arbitration Committee shall investigate all complaints of misconduct or uncommercial practice made by one member of the Association against another and may take cognizance of any charge of uncommercial conduct or act affecting the good name of the Association on the part of its members, when preferred by a member or reputable parties not members of the Association, and their report or findings upon same shall be final.

"In no event should an appeal be granted either complainant or defendant in a case of uncommercial conduct."

Also the following changes in our Arbitration and Investigation Rules:

Arbitration Rule 18:

"No appeal lies from the Committee on Arbitration and Investigation except to the Board of Directors. When such appeal is taken it must be done within five days after receipt of award of the Arbitration

ernment control that has now reached a degree of direct touch with every inhabitant's personal affairs, a condition of State socialism that in August, 1914, almost any Englishman would have refused to consider as even a possibility. England is at this moment one centrally controlled workshop. Its railroads, its mines, its factories, its ocean lines, its cables, its labor forces, its financial capital, its groups of men of executive management, its farms and fisheries are all subject to Government orders, and, to a very large extent, actually managed under central authority. In this development there has ever been maintained the principle of fair-dealing with vested property rights and satisfactory agreements as to remuneration have been general. The brains that have prepared England to play so well her part in the great contest have realized that the incentive of fair profits makes for greater production and efficiency and, further, that profits are necessary in order that taxes may be raised.

But war-control in England has practically gripped every person's affairs. Wastefulness at home or in the shop is an offense. The Government has power to assume control whenever it sees fit of any factory, railroad, farm or shop. It is a summary offense for either a workman or business executive to absent himself from any work or duty in which the Government has an interest, or to impede or delay production. Important raw materials may not be purchased or sold without permit, and in the fixed order of certain established priorities of delivery. Practically nothing may be imported or exported without a license. It is not permissible for capital to be employed in unauthorized ways. Government boards of experts in different lines of industry are fixing prices of materials and wages of labor.

In regard to some advantages that have already come to us since the war started, he said:

A development altogether favorable in its possible effects upon business is the tendency now noticeable toward co-operation in industry which is being brought about by the necessities of the Government. The development of the industrial resources of this country has been handicapped in recent years by the Sherman and Clayton Anti-Trust Acts. These measures have prohibited real co-operation and have compelled competition, even though such competition, in its last analysis, might be artificial and actually harmful to the country's business interests. So long as this nation might maintain a thoroughly insular and provincial position compulsory competition as a national policy would not be so destructive of industrial progress and wasteful of the resources of the country, but when forced to meet the competition of other manufacturing nations of the world in the markets of the world, and in our own market as well, some form of co-operative effort is absolutely essential.

But the present crisis is rapidly making a dead letter of the Anti-Trust Laws, for competing members of industry are being summoned to Washington daily and being asked to meet together and agree upon prices to the Government for their products. Of course, technically, every time a combination of business men agree upon a price in this matter they shut off competition among themselves and are violating the law. The value of co-operation and of team work will be so thoroughly demonstrated before the war period is over that we may safely assume radical changes in our anti-trust laws, which have been an economic misfit ever since their passage, will take place.

Business must naturally be affected, too, by the capital requirements of the Government. It is true that most of the money raised in this country will be spent here, and that prosperity will result from the spending of it, but with the Government's requirements at anywhere from 7 to 10 billion dollars a year, with every prospect of their increasing to still larger amounts, the capital demands for the development of the resources of the country must give way to the needs of the Government. It is right that the great percentage of the money needed shall be raised by bonds, because we are fighting this war for the salvation of democracy and to insure the future of our country. This is a war against war, and if we will only keep at it until complete victory is assured, we can abolish for all time a repetition of the horrors of the last three years.

Louis Wallis of the Jos. Fels International Commission gave a short address on "How to Pay for the War," advocating a supertax on unused land as the best means of relieving the burden of capital and eliminating land speculation which holds land out of profitable use.

T. J. Hubbard of Mt. Pleasant, Mich., spoke on "The National Hay Association and Allied Organizations; What They Mean to the Hay Interests of the Country." He reviewed the history of the Association and recited many of the things it had accomplished, proving beyond doubt the good effect of organization.

N. G. Guerry, president of the Artesia (Miss.) State Bank, addressed the convention on "Reciprocal Demurrage," calling attention to the fact that shippers were charged demurrage, but that if a similar fine were imposed on the railroads for failure to

furnish cars it was called "confiscation." He stated that the car shortage was due more to inefficiency of railroads than to the imposition of shippers.

The Auditing Committee reported the accuracy of the accounts as submitted by Secretary Treasurer.

THE NEW OFFICERS

The Nominating Committee submitted the following names for the officers and directors of the ensuing year: President, Robert B. Clark, of Chipewa Falls, Wis.; first vice-president, Egil Steen, Baltimore, Md.; second vice-president, W. H. Toberman, St. Louis, Mo. Directors for two years: D. S. Wright, Weedsport, N. Y.; George S. Bridge, Chicago, Ill.; P. E. Goodrich, Winchester, Ind.; T. J. Hubbard, Mt. Pleasant, Mich.; Ren Martin, Pittsburgh, Pa.

The Committee on Report of Board of Directors approved of the changes in By-Laws recommended in that report, and the report was adopted.

THURSDAY MORNING SESSION

After Chairman Ben Gerks of the Committee on Statistics read his report, covering the acreage, yield and returns of the crop last year, Chairman



E. F. JOLIDON AND DAN S. MULLALLY

Committee from the secretary, said appeal when presented properly, the Board of Directors may review the case and affirm or reverse the decision of the Committee, or remand the case to the Committee for reconsideration."

Also that Arbitration Rule 2, Section C, be made to read as follows:

"Ten full days will be given the defendant to make reply and five full days will be given complainant for rebuttal. Upon failure to reply to the charges within 10 days (unless the time for good and sufficient reason shall be extended), the Committee shall proceed as in case of default."

The secretary also presented a financial report showing receipts of \$15,342.59 and expenditures of \$8,852.40 leaving a balance in the treasury of \$6,490.19.

W. S. KIES' ADDRESS

One of the most notable addresses of the convention was made by W. S. Kies, vice-president of the National City Bank of New York, who spoke on "Business and Commercial Problems Now and After the War." He called attention to the great changes in business that have been developed by the war, the great prosperity which we now enjoy, and the necessity of co-ordinating all of our resources to meet the present demands of the Government. Comparing our position with that of England and the remarkable success they have had, he said:

How has this been accomplished? Through intensive organization by means of a progressive gov-



E. SKIDMORE AND H. M. BROUSE

F. L. Young of the Grades Committee submitted the following changes in the grades which were adopted:

First: That the grade formerly known as standard timothy be again restored and interposed between the grades No. 1 and No. 2 timothy, and described as follows: Standard timothy shall be timothy with not more than one-eighth clover or other tame grasses; may contain brown heads and blades; otherwise good color, sound, and well baled.

Second: That the grade of light clover mixed be changed to No. 1 light clover mixed, without change in the rules.

Third: That a grade of No. 2 light clover mixed be established with the following requirements: No. 2 light clover mixed shall be timothy and clover mixed; the clover mixture not over one-third; properly cured, fair color, sound, and well baled.

Fourth: That the grade of No. 1 clover be changed as follows: No. 1 clover shall be medium clover containing not over 15 per cent timothy and 5 per cent other tame grasses, properly cured, sound, and well baled.

Fifth: That the grade of No. 1 prairie be changed to allow 15 per cent midland instead of 25 per cent; and that the grade of No. 2 prairie be allowed to contain 25 per cent of midland instead of 50 per cent.

We would also respectfully remind our membership that on two former occasions in the adoptions of the Grades Committee report that the following recommendations were passed, viz.: That the Board of Directors provide the Association with a traveling inspector; also that a midwinter meeting be called of the Grades Committee and all approved official inspectors.

We now renew this recommendation and would therefore urge the rescinding of this action or compliance with same.

Also recommend that the grades as adopted be made operative for a period of three years without change.

RESOLUTIONS

The Resolutions Committee expressed the thanks of the Association to the officers and committees, to the Chicago trade for their entertainment and to the Sherman House for its hospitality and courtesy. They urged the membership to support the Association officers, particularly in regard to trans-

in which (latter) capacity was instrumental in placing Bob Clark on the ticket for president and finally electing him.

The absence of John Mullally, son of Martin Mullally of Mullally Hay and Grain Company, of St. Louis, was due to his recent enlistment. He will be connected with the quartermaster's department.

W. H. Toberman, Mr. and Mrs. Jos. W. Dye and Miss Bale of St. Louis made the trip to Chicago overland by automobile. Mr. Toberman's auto also

friends and furnishing them with much information on the hay business as the Government needed in order to supply hay for army use.

Secretary J. Vining Taylor kept things running in the quiet efficient way that has been such an important factor in the work of the Association for the last eight years.

Dan Mullally, of the Langenberg Bros. Grain Company, of St. Louis, was usually found the center of a group of hay shippers. While he is rarely heard on the convention floor, he is always on the job.

William G. Pollock of the Pollock Grain Company of Middlepoint, Ohio, presented post cards in colors showing the three elevators the company operates in Ohio. The firm makes track bids and quotes delivered prices and has an enviable reputation as a progressive hundred-cents-on-the-dollar house.

The Carlisle Commission Company of Kansas City had its headquarters in room 106, immediately adjoining the convention hall. Messrs. C. D. Carlisle, P. H. Longan and Frank Carroll acted as hosts to very many visitors who seemed anxious to become better acquainted with this popular western firm.

The banquet and dance on Wednesday evening in the ball room of the Sherman Hotel was attended by nearly 400 guests. The Chicago Board of Trade again showed its generosity by contributing to the banquet expense and also by furnishing the entertainment features during the meal. Although it was warm dancing many availed themselves of the opportunity.

W. J. Klosterman of St. Louis was the recipient of very many congratulations on his just starting in business on his own account as W. J. Klosterman & Co. Mr. Klosterman has been for the past 17 years prominently identified with the hay and grain trade of St. Louis and starts fully equipped with the necessary experience and capital for conducting a successful hay and grain business.

Among the firms who were kept very busy entertaining their friends was Albert Miller & Co. The Chicago offices of this house adjoin the Sherman House on the north so that an unusually large number of shippers paid their respects by calling. John H. Devlin, manager, with about 10 of his department heads, practically allowed business to go by the



MARTIN MULLALLY, MRS. G. C. GRUPE AND MRS. W. J. KLOSTERMAN

portation matters during the year. They also discouraged the use of equipment for moving low grade or spoiled hay. A special resolution was passed and ordered to be wired to the President of the League to Enforce Peace, in which the loyal support of the Association was pledged to the Government in the prosecution of the war and endorsing the proposal to establish at its conclusion a league of nations to secure an enduring peace.

A further resolution pledging the support of the National Hay Association and its members to the Government was wired to the chairman of the Committee on National Defense.

Upon motion the secretary was instructed to cast a unanimous ballot for the officers and directors named in the Nominations Committee report.

H. W. Robinson of Cleveland invited the Association to hold its next convention in that city and upon motion this was recommended to the Board of Directors.

Several members made short speeches and Colonel Dravo called attention to the importance of even loading of cars in filling Government contracts, and urged the Association to use its influence to discourage dishonest loading.

The officers and directors were formally installed and the meeting was adjourned *sine die*.

HAY-FOOTINGS

It was a toss up as to which created more enthusiasm among the visitors, the park and boulevard system or the Municipal Pier.

W. F. Heck of W. F. Heck & Co. of Pittsburgh, Pa., stopped at the meeting from a vacation spent with his wife and young son at points in Colorado.

H. Brouse, W. D. Daniel and E. Skidmore of the Cincinnati delegation must have carried a horseshoe with them for their train was partly derailed near Dayton, but nobody was hurt.

There were 14 ex-presidents of the Association in attendance at the ex-president's dinner on Tuesday night. And at that there were a number who could not be present at the meeting.

Surely a large part of the success of the convention, particularly the entertainment feature, was due to the efforts of Charles E. Walters, of Walters Bros., Chicago, who besides being chairman of the Finance Committee, served on the Board of Trade Committee, the Entertainment Committee, Badge Committee, and lastly the Nominating Committee

did excellent service in showing visitors about the city.

The official badge was unusually attractive, the emblem consisting of a bale of hay embossed on the American flag, suspended from a blue ribbon on which was stamped in gold letters the dates of the meeting.

Mr. and Mrs. R. M. White of Duluth, Minn., motored to the convention and returned via Cedar Rapids, and Minneapolis. One of the useful



T. J. HUBBARD, MISS EVA C. KETTRINGER AND MRS. IRVING G. WOTRING

souvenirs distributed at the meeting was a cartridge lead pencil with the compliments of the White Grain Company.

E. A. Abbott, head of the feed department of Albert Dickinson Company, Chicago, besides renewing his acquaintance with shippers, provided facilities for such as chose to visit the extensive plant of the company at Thirty-fifth Street and California Avenue.

Chas. D. Carlisle of Kansas City was busy introducing Col. Ed. E. Dravo of the Quartermaster's Department of the U. S. Army, and W. A. E. Doering, Inspecting Engineer of the Panama Canal, to his

boards during the meeting so as to play their part as hosts in a proper manner.

The boat ride on Tuesday afternoon was one of the enjoyable treats provided by the Chicago dealers and the Board of Trade. The steamer *Theodore Roosevelt* left from its dock only two blocks from the hotel and after a three-hour cruise on Lake Michigan, which behaved like a perfect lady in honor of the occasion, docked at the Municipal Pier in time to give the visitors a view of that remarkable structure and still get back to the Sherman House for dinner. Dancing and light refreshments on the boat helped to pass the time most enjoyably.

THE AMERICAN ELEVATOR AND GRAIN TRADE

August 15, 1917



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ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

CHICAGO, AUGUST 15, 1917

RECORD GRAIN PRODUCTION PLANNED

THE campaign for a record grain production next year is well under way, and in spite of the farm labor shortage, the Department of Agriculture and the State Committees on National Defense are confident that over a billion bushels of wheat and 83,000,000 bushels of rye will be produced. ¶ The plans include the plowing and seeding of 47,337,000 acres of winter wheat, and 5,131,000 acres of rye. In the areas of low production this year, like Nebraska and parts of Kansas, farmers will be furnished seed by various agencies already at work on the problem. Every possible aid will be furnished by the Department of Agriculture, state agricultural colleges and special committees. There will be need for organization in every community and the grain trade, from private as well as patriotic motives, can be relied upon to take a leading part in this country-wide organization.

CANADIAN REGULATIONS

THE Board of Grain Supervisors of Canada have set a price of \$2.40 for wheat at Fort William, based on No. 1 Northern. They have published rules which provide a fine up to \$5,000 and imprisonment up to five years for any one who purchases or sells any grain at a price differing from that set, or for disposing of wheat to millers or for export except as specified by the Board. The penalty is also inflicted on anyone who refuses to allow the Board to take possession of his grain, or who makes a false statement to the

Board in regard to his holdings or sales. If a corporation is convicted under the law, every officer of the corporation and every employee who had any part in the commission of the offence is held liable for the full penalty. ¶ Under this rigorous regime it is not likely that there will be many persons who will be disposed to take liberties with the rules of the Board.

FOOD CONTROL BILL PASSED

AFTER nearly three months of wrangling Congress passed the Food Control Bill on August 8. The Bill gives to President Wilson more power to control the life of the nation than has ever been delegated to one man in the history of the country. But the country has never before faced such a crisis, such an imperative need for immediate and decisive action, and only by centralizing authority could this be brought about. ¶ This one-man power was the basis for the chief objection in the Senate, but their very action in delaying the passage of the bill showed how necessary it was. If it took them over two months to pass this Bill, how long would it take them to agree upon any of the measures that the Bill aims to accomplish? ¶ President Wilson has delegated his authority to Herbert C. Hoover, in whom the country has the utmost confidence, in spite of the scurrilous attacks by Senator Reed. Even without a vestige of authority Mr. Hoover has accomplished wonders in increasing production and conserving supplies. He has gathered data on every commodity with which he will have to deal, has consulted the leaders in every line of trade, and undoubtedly has a better idea of the needs of the nation and the way to meet them with the least disruption of trade than any other man. His strong business sense, which comes from large enterprises successfully carried through, and his integrity and energy are an asset to the Government which we will appreciate more as time goes on if he measures up to his past accomplishments and our present faith.

I. C. C. CAR CONTROL

THE Division of Car Service, which has been created by the Interstate Commerce Commission since the recently passed Esch Bill gave it authority to regulate the movement of cars, is being organized by E. H. DeGroot, Jr., who has been appointed chief of the Division. H. C. Barlow, chairman of the Executive Committee of the National Industrial Traffic League, has been engaged temporarily to assist in the organization of the Division, and as he is one of the best posted traffic men in the country, a businesslike organization, which can be depended upon to furnish relief to grain shippers, can be looked for. ¶ During the coming months the grain trade will need the best possible organization to avoid the delays and losses they suffered last year. Railroad equipment is but little better off than it was a year ago, and Government demands on transportation are constantly increasing, so that signs of acute shortage are already manifesting themselves. ¶ Through the effort of railways, traffic bureaus and the Government, shippers are making better use of equipment furnished than

ever before. They are loading cars properly and using maximum instead of minimum capacity as was formerly the habit in many lines of trade. ¶ In this respect the grain trade has very often been at fault, and one of the most efficient ways we can assist the Government at this time is by loading every car to or above its capacity. It is only fair to state that the trade has been much more considerate than most other shippers, for the records of the Chicago Board of Trade show that the average carload of wheat received last year was 1,251 bushels, and of corn, 1,375 bushels.

FRAUDS

THE present crisis gives opportunity for fraud unless the trade is on its guard. A man by the name of I. J. Houck at Toledo recently sent out letters soliciting consignments, stating that he was co-operating with Mr. Hoover in exporting wheat, and offered 10 to 15 cents above the market. ¶ Investigation proved that Mr. Hoover knew nothing about him, and furthermore that no one is authorized to co-operate with Mr. Hoover. I. J. Houck claimed connection with C. A. King & Co., but of course the firm promptly repudiated the libel. ¶ It is not likely that any grain dealer would be taken in by such a manifest fraud, but there may be other more plausible crooks out after your money, and it is well to bear in mind that the Government is playing no favorites and that the only safe course is to do business with reputable firms that have an established reputation.

HOOVER MAKES RIGID RULES

FIRST announcement of the plans of Food Administrator Herbert C. Hoover include: Taking over for the Government much or all of the 1917 wheat crop; setting a fixed price by a committee headed by President Harry A. Garfield of Williams College; eventual fixing of price for flour and bread; licensing of all elevators and mills with a capacity of 100 barrels per day or more; limiting storage time to 30 days except by permission. ¶ The reasons given by the Administrator for this program are as follows:

1. As a result of the isolation of certain of the world's wheat producing countries, by either belligerent lines or short shipping, the normal determination of the price of wheat by the ebb and flow of commerce is totally destroyed.

2. In order to control speculation and to secure more equitable distribution of the available wheat and flour between their countries, their allied governments have placed the whole purchase of their supplies in the hand of one buyer. Also the European neutrals are now buying their wheat through single government agents instead of in the normal course of commerce; therefore the export price of wheat and flour, and thus the real price, if not controlled, will be subject to almost a single will of the foreign purchaser.

3. In normal times American wheat moves largely to Europe in the fall months. This year the shortage of shipping necessitates its distribution over the entire year. Therefore there is danger of a glut in our warehouse system over a considerable period.

4. There are large stocks of wheat which cannot be drawn upon by the Allies during the war, but in the event of peace or defeat of the submarines these would be available and might seriously demoralize the demand for American wheat.

5. It must be clearly understood that the guaranteed minimum price of \$2 per bushel for wheat set out in the food bill does not apply to the 1917 harvest, but only to the 1918 harvest, and then under conditions which must be elaborated. There is, therefore, no determined price for the 1917 harvest.

The result of this system is that the normal price-making machinery is entirely broken down unless some efficient Government action is brought into play, either—

(a) The American producer may face a slump in wheat, possibly below his production cost, and

(b) The export price of wheat, which ultimately determines the real price, is at the will of a single agency.

(c) Some one must get surplus wheat at any given moment, and if the surplus passes into speculative hands it will be held for higher prices later in the year.

(d) With stabilized prices, extra hazards are introduced into all distribution links, which must be paid for by the consumer.

It must be evident that the United States Government can more justly deal with the situation than any of the agencies mentioned.

¶ The committee which will fix the price has not been entirely selected and it will probably be two or three weeks before the 1917 price is named.

AUGUST CROP PROSPECTS

GOVERNMENT forecasts of August 1, make the winter wheat crop 417,000,000 bushels, a gain of 15,000,000 over the July estimate. Spring wheat is set at 236,000,000 bushels, a loss of 40,000,000 during July, due to dry weather and excessive heat. All wheat will make 653,000,000 bushels, a gain of 13,000,000 over last year, but 153,000,000 bushels below the five-year average. ¶ Corn estimates are for a mammoth crop of 3,191,000,000 bushels, which is 437,000,000 bushels above the five-year average. Oats are set at 1,456,000,000 bushels; barley at 203,000,000 bushels; and rye at 56,000,000 bushels. ¶ The five grains will yield a total of 5,559,000,000 bushels, which looks like a busy year for the grain trade and the transportation companies whatever steps the Government takes for control. It is certain that grain will move through its regular channels so that shippers will have their hands full.

THE TIME TO MARKET CORN

MANY farmers and dealers are puzzled each year as to the most favorable time to market corn. There are two factors to consider; price averages during the various months; and loss from shrinkage in storage. ¶ The latter question was answered by Dr. J. W. T. Duvel in a bulletin issued June 5, 1911, as Circular No. 81 of the Bureau of Plant Industry. In an experiment at Baltimore, 500 bushels of corn with a moisture content of 18.8, were carried in a 30,000-pound scale hopper from January 5 to June 1, 1910. On May 14 the corn was found to be hot and souring and was elevated three times to cool it. The total loss by shrinkage during the whole experiment was 1,970 pounds, or slightly over 7 per cent. No mention is made of loss from weevil or rat damage, so it is presumed there was none. Where these evils are a factor, as they are on almost every farm, the loss during the first six months of the year would be much

greater. ¶ As to price variation, the records at Chicago show that from 1877 to 1916 inclusive, the highest price of the year for corn was made 22 times during the months November to May inclusive, and the lowest price for the year fell during those months 34 times.

¶ Shrinkage in storage can be counted on as a definite factor; the price is so variable and, in these times of war and Government control, so uncertain, within well defined and high limits, as to bear little weight in deciding whether to hold corn or sell it.

PROTECT YOUR FEED PILES

WHILE sporadic cases of anthrax and glanders occur every year among our cattle, the official reports from Scandinavia and Roumania that German agents introduced virulent cultures of bacteria of these dread diseases for the deliberate purpose of spreading these highly contagious afflictions among the livestock of those countries, cannot but make us suspicious of every new outbreak.

¶ Anthrax has recently appeared in Nebraska herds. Anthrax has recently appeared in Nebraska herds. It may be and probably is just a natural occurrence without malign interference from alien sources. But the danger is so great that all grain and feed dealers should be doubly careful of allowing strangers in their plants, for one small bottle of the culture poured in a feed bin might infect 200 head of cattle with anthrax, which spreads rapidly and might easily cause a quarantine upon a whole state or section. Harm of this kind could be done without attracting attention and without the grave danger attending incendiary or bomb plots.

DOCKAGE

SOME of the shippers in the West are already complaining because the terminal markets are taking a dockage, in some cases as high as 10 per cent, representing a loss to the shipper of 5,000 pounds or more per car. Ever since April the grain trade has known what the new wheat grades were to be and that wheat was to be docked, that is, the total weight of dirt, weed seeds and chaff subtracted from the weight of the shipment. ¶ It would seem that four months would be ample time for every elevator operator to provide himself with means of determining the dockage as he received the wheat from the farmer. If he does not do this he is bound to sustain a loss. In many cases the loss will be greater than normal, for if he is not penalized, Mr. Farmer is going to be rather careless of how much dirt he can sell at prevailing wheat prices. ¶ We suggest that every elevator post conspicuously a notice to the effect that the Government insists on docking all wheat for trash, then provide a wagon grain trier, a nest of sieves of Government standard, and a scale on which the dirt and weed seeds can be weighed. Don't guess at it. Let the farmer see that your dockage is scientific and correct. It won't be long before your wheat will be coming in clean. In the course of a few years the farmer will insist on his wheat being cleaned on the separator by the thresherman. This is merely a process of education.

EDITORIAL MENTION

Guard the elevator.

Another period of waiting for the price of the 1917 wheat crop.

With everybody helping, the billion bushel wheat crop next year will be realized.

Proper cooping of cars will be an important item in the grain conservation program.

Don't lose sight of the fact that even the grain business is secondary to the great business of war.

The straw pile has become far too valuable to burn. Baled straw now has a ready market at prices which make handling profitable.

There will be no incentive for farmers to hold their wheat; when the price is fixed the grain movement will probably start with a bang.

The National Hay Association has resumed the grade of Standard Timothy. It makes a convenient dump for poor No. 1 and very good No. 2.

Autocratic authority is the first law of war. The nation is in the struggle as much as the army, so that the law applies to civil as well as military action.

Canadian wheat can only be exported to this country by consent of the Board of Supervisors. If our price does not conform to the Canadian price, a tariff adjustment may make up the difference.

A group of farmers in the Sacramento Valley, California, whose holding aggregate 25,000 acres, have arranged to handle their wheat in bulk. Their saving on sacks alone is estimated at \$37,500.

Mr. Hoover has a great responsibility. None knows it better than he, but he has surrounded himself with a remarkable body of assistants who will minimize the mistakes that are bound to occur in any undertaking as great as his.

There is a certain satirical humor in the Government's investigation of the packing plants to see if they are operated economically. It is said that the packers use every part of the hog but the squeal. But even in Congress the squeal is wasted.

Grain shippers are paying little attention apparently to the Government hearings on weights. A hearing is arranged for September 18, at Chicago. If the shippers fail to appear and present their evidence, the railroads will have things all their own way. If they do, you will have a fat chance of collecting a shortweight claim.

L. F. GATES
Chicago.

NEWS OF THE TERMINAL MARKETS

L. G. GRAFF
Philadelphia.

WANTS LIGHT

The Federal Trade Commission opened offices on the top floor of the Corn Exchange, Minneapolis, Minn., the first part of August for the purpose of investigation of grain exchanges and milling operations of the Northwest.

SMALL STOCKS OF WHEAT

The stocks of wheat in the elevators at St. Louis, Mo., on July 31 were 60,529 bushels, the smallest amount by far ever held at that time. For the same time a year ago the stocks were 1,961,171 bushels and in 1915 2,430,401 bushels.

STOPS CORN SPECULATION

The directors of the Kansas City Board of Trade recently adopted a resolution prohibiting trades in corn futures excepting the closing of existing contracts. The maximum prices established some time ago remain in effect. The resolution will be effective until further notice.

NEW SECRETARY AT FORT WILLIAM

C. Birkett has resigned as secretary for the Dominion Board of Grain Commissioners to accept the position of secretary of the Fort William and Port Arthur Grain Exchange. Mr. Birkett is 32 years of age and has been secretary for the Grain Board of Canada for the past 5 years.

MUST PLAY FAIR WITH ROADS

The directors of the Minneapolis Chamber of Commerce at a meeting held July 31 adopted the following resolution: "Resolved, that where cars are ordered for the purpose of avoiding proper demurrage charges, such actions on the part of members shall be considered uncommercial conduct, subjecting the members to the penalties provided by the rules of the association."

TO REPRESENT FOOD ADMINISTRATOR AT CHICAGO

Howard B. Jackson of Jackson Bros. & Co., of Chicago, received the appointment recently to represent the Hoover Control Board at Chicago. It is stated that as head of this office he will have charge of the expenditure of upwards of \$150,000,000 for grain in Chicago and the Western States. Mr. Jackson plans to occupy the greater part of the former LaSalle Street Bank Building as permanent offices.

NEW YORK CONDITIONS

L. W. Forbell & Co., of New York City, report August 13: "The sharp decline in Western cash prices the fore part of the week was reflected here to a moderate extent at that time. Since then values have continued to sag daily, due to the lightness of demand and the determination of dealers to refrain from entering the market unless compelled to.

"The Government estimate is for a crop of record size and without doubt, it will be the policy of dealers to purchase as necessity dictates until a level is reached that seems debatable ground. A larger movement to primary markets is indicated for the near future so that urgent demands should soon be satisfied.

"It is believed that foreign needs will be larger during the crop year, and if true, this should act as a stabilizer to values.

"At present, local stocks for domestic use are of small volume, but realizing the probability of material accessions within a short time, holders continue to press their offerings in an endeavor to obtain the benefit of existing premiums. The immediate course of values will depend upon how urgently dealers require supplies for spot delivery."

A GRAIN MAN IN ARMS

There is no mistaking the fact that Ohio has her favorite sons. And the state not only makes the most of them but is proud of them. Commencing with the state capital and the monument to Garfield, McKinley, Stanton and others bearing the legend, "these are my jewels," even the smaller villages love to do honor to their heroes and com-



J. FRED WICKENHISER

memorate their deeds with statues or costly sarcophagi.

It is fitting that history perpetuates the acts of these loftier and greater men than the average citizen. It promotes patriotism and fosters emulation in the new generation. The young men also who are now serving their country deserve the utmost praise from the living, and the commendation of all patriots who, like Lincoln, desire that governments of and by the people shall not perish from the earth.

The grain trade of Toledo, Ohio, has furnished its full quota of soldiers in our present need and among these is the popular young man, J. Fred Wickenhiser, son of John Wickenhiser, head of the grain firm of that name. Young Wickenhiser was born in Hamler, Ohio, 27 years ago. Two years later his parents moved to Toledo, Ohio, where he has since resided. When 16 years of age he entered the Miami Military Institute for three years, and later attended the Detroit University School, after which he entered the grain business with John Wickenhiser & Co. For two years prior to his

enlistment he was manager of the firm's country elevators with headquarters at Latty, Ohio.

Mr. Wickenhiser enlisted some time ago in Company A, Ohio Engineers' Corps, and is at present stationed at Camp Perry, Ohio. The well wishes and the hopes of countless friends will accompany him wherever his duties call, and the entire grain trade shares in that due measure of pride that this large industry is furnishing such sons as young Wickenhiser, who throw their all into their country's service in the hour of her extremity.

RECEIPTS OF OATS INCREASING

"The total receipts to primary points up to this time are rapidly increasing, but are still below the same period a year ago. This is accounted for entirely by the shipping season beginning this year about two weeks later than last. Oats on big receipts will experience many declines, but on all the sharp breaks recorded during the shipping season, conservative buyers will supply their wants."—*Rumsey & Co., Chicago. Letter of August 13.*

GRAIN HANDLERS STRIKE

The grain handlers in the elevators of Kansas City, Mo., recently went on strike demanding a recognition of their newly formed union and an advance in wages. The directors of the Kansas City Board of Trade decided that during the continuation of the strike the requirements should be suspended of having Kansas City weights on all grain sold in that market, and permitting the settlement on either official state weights or board of trade weights.

FORT WILLIAM SAMPLE GRAIN MARKET

The Canadian Board of Grain Commissioners has made the announcement that Canada's first sample grain market will be opened September 1 at Fort William. According to the grain act of Canada sample markets may be established at Calgary, Winnipeg or Fort William. Heretofore grain has been sold by grade, certificates as to the grade being given after inspection by the Government under the direction of the Board of Grain Commissioners.

NO INFLATION IN OATS

"The same reason for a price reduction in this market does not exist as in corn, for there has been no speculative or other inflation in oats, and should the farmer refuse to offer liberally at present figures, and the foreign demand continue, much higher quotations for both cash and futures could be established and held. In the readjustment which is bound to come in coarse grains it may be found that the oats would advance in price and the corn decline until the proper relationship was established between the two cereals."—*Crary-Johnson Company, Chicago. Letter of August 13.*

LIGHT WHEAT BUSINESS

"Weekly primary receipts this week, 6,653,000; last week, 3,400,000; last year, 11,837,000 bushels. Very little business has been done in the September and not a great deal of business in the spot wheat. Prices easier in both. Italy furnishes a surprise in the report, claimed to be official, that the crop is excellent and 50 per cent in excess of recent years. This compares with uniformly unfavorable

reports from there during the last few months. There has been no improvement in the situation in Canadian northwest and the crop there is making a very poor finish. Seasons primaries 19,131,000 since July 1st as compared with 54,140,000 a year ago."—*Harris, Winthrop & Co., Chicago. Letter of week ending August 13.*

THE CORN SITUATION

"Industries apparently feel more confident and have assumed a waiting attitude. Country offerings show signs of increasing, as they always do when an advancing market culminates and weakens the way it has the last few days. Crop reports could not be better from the surplus-growing states, although it is conceded that a large per cent of the crop Southwest has been irreparably damaged.

"When one compares the price of cash corn, even after these drastic concessions, with the price of futures and stops to consider the country-wide scarcity of old corn that is known to exist, it does not appear as though the December delivery is likely to suffer a severe decline. However, until the cash market becomes more settled the selling side on bulges will, we believe, offer the least resistance."—*Logan & Bryan, Chicago, Ill. Letter of August 13.*

A REMINDER FROM TOLEDO

George D. Woodman, of Rosenbaum Bros., and Harry R. DeVore, of H. W. DeVore & Co., popular members of the local grain trade, recently made a 10 days' "Dodging" tour of northern Ohio and

wheat. They may buy at a controlled price and resell to consumers at the same plus the Government handling charge. Somebody must pay the carrying expenses. Keep near shore. Urge increased acreage winter wheat. Present cash corn prices will melt away soon as new crop moves freely. They have declined this week as distillers have stopped buying. They caused seventy-five cents of the recent advance in cash corn."—*C. A. King & Co., Toledo. Letter of August 11.*

A 3,000-MILE AUTO TRIP

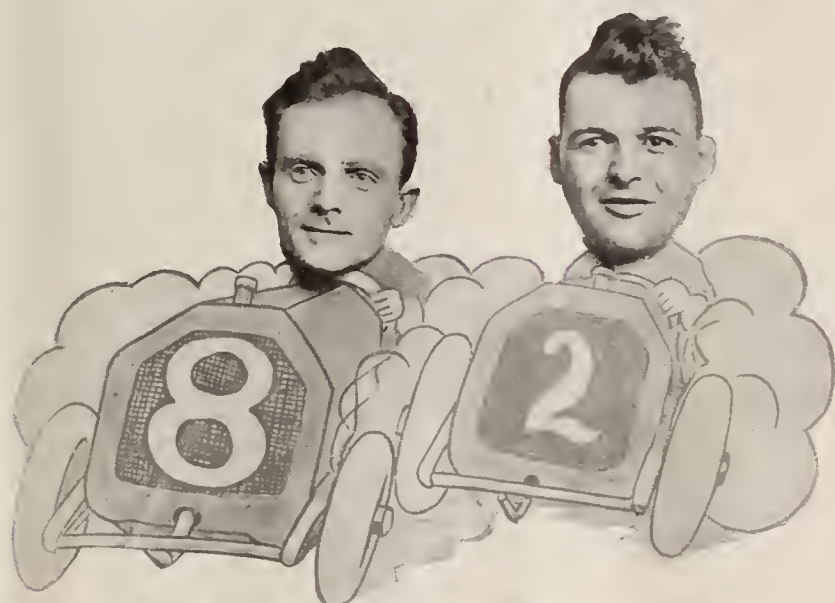
Mr. Joseph Wild of E. W. Wagner & Co., Chicago, Ill., recently returned home from a 3,000-mile trip in the East, striking nearly all the larger eastern grain cities and Atlantic City. He says:

"A tour throughout the East reveals no sign of food scarcity. Food in abundance and living in New York is comparatively just as reasonable as anywhere in the U. S. Soldiers everywhere. Vacation period a little late in starting, and the vacation crowd volume to date somewhat reduced.

"The East is rigidly awake to cash corn scarcity and is consuming corn with care. In Wall Street it is useless to ask for an opinion, as the visitor is assailed with the query, 'What does Chicago think of securities?'

"Eastern papers are filled with Western business letters of a hesitant tone. These letters predict that the big crest of security bulges for 1914-18 has passed on. However, several Eastern writers point out that should the war continue another year, strong bulges, even if temporary, must result.

"New York harbor is filled with steamers from Holland and Northern Europe—a strong commentary on the latest move to restrict supplies to



HARRY R. DEVORE AND GEORGE D. WOODMAN OF TOLEDO

Indiana, visiting with many grain dealers enroute, and investigating crop conditions.

Recalling the old saying, "Out of sight, out of mind," on their return home, they designed the postcard shown in the accompanying illustration and mailed one to each of the dealers upon whom they had called.

KEEP NEAR SHORE

"General plans on Food Control were announced today. Next week may reveal the grain plans. Col. Barnes will have charge of the wheat buying. He was the greatest exporter in the United States. He understands the business from A to Z. He knows the trade and is world wise. General Hoover may wish to feel out some experiments. He is not in favor of any high prices. They are undesirable. He cannot fix a maximum, but he can prevent all hoarding, except by farmers. He can commandeer and take the grain. President can embargo exports and close all Exchanges if he thinks best. He may let the markets drift for a while. The \$2 guarantee is for the 1918 crop. General Hoover can make the price this year. Demand this week for wheat and flour has been all for quick shipment. Prices have receded a little. As stocks increase they may get nearer two dollars. There will probably be no visible increase this month. Government representatives will not scramble for

these nations. The eastern press boldly declares industrial profits must be restricted. There must be no massing of millions while the army ventures its lives in Europe.

"Wall Street guesses on war duration run 3 months to 2 years. Many habitues believe that the big battles of the war have been fought and regard Austria as determinedly struggling slowly toward peace. Cotton prices are deemed beyond an opinion—unsafe.

"At the seacoast the Westerner is impressed with the unlimited fish supply. Net hauls from the piers at Atlantic City bring vast supplies daily. The East regards the 1917 oats crop as enormous and expects heavy substitution for corn in the coming three months."

On August 1, Stuart Logan retired from the firm of Logan & Bryan of Chicago, the co-partnership of the firm having expired by limitation. A new co-partnership under the former style was formed composed of Benj. B. Bryan, Sr., Jas. T. Bryan, Benj. B. Bryan, Jr., Louis B. Sterling, Howard H. Logan, F. C. Hollander, Bertram L. Taylor, Jr., George A. Wegener, and Jos. J. Bagley, all of whom were members of the old co-partnership. The business continues on the old lines as usual. Mr. Stuart Logan who has been in ill health for some time past will take a needed rest.

TERMINAL NOTES

A Chicago Board of Trade membership sold recently at \$5,300 net to the buyer.

H. C. L. Reno was recently admitted to membership in the firm of Logan & Bryan of Chicago.

Bingham-Hewett & Scholl of Indianapolis, Ind., have leased Indianapolis Elevator A, owned by the Indianapolis Elevator Company.

The Thos. F. Colbert Company has been organized at Boston, Mass., with a capital stock of \$10,000 to deal in grain, cereals and flour.

Tod W. Lewis has severed his connection with Charles E. Lewis & Co., of Minneapolis, to join the American Red Cross at Washington.

King Farnum & Co. of Chicago, Ill., have opened an office in the Merchants Exchange Building, St. Louis, Mo., with J. W. Griffin in charge.

The Annan-Burg Grain & Milling Company of St. Louis, Mo., has filed a statement showing increase of its capital stock from \$50,000 to \$100,000.

Captain James H. Sherman of Troop B, Wichita, Kan., and secretary of the Wichita Board of Trade, was called into active service on August 5.

W. G. Hazeltine, for many years active in the grain trade of Kansas City, Mo., has gone to Seattle, Wash., where he will make his permanent home.

Williams & McDaniel have opened offices in the Merchants Exchange Building, San Francisco, Cal., for the purpose of carrying on a general grain business.

J. H. Pank, manager of the Pioneer Malting Company of Minneapolis, Minn., spent his vacation with his family visiting relatives in Chicago and its environs.

B. V. McKinney who has been for years with the New York end of the Nye-Jenks Grain Company has joined the newly organized firm of Bolle-Watson Company, Inc.

H. Admiral & Co. of Saginaw, Mich., are representing Rosenbaum Brothers of Chicago in the state of Michigan in the purchase of grain for shipment to Sandusky and Toledo.

The D. M. Kellogg Grain Company which operates a line of elevators in Colorado has moved its general offices from Benkelman, Colo., to Denver, Colo., in room 612, Cooper Building.

David Heenan who has been associated with the Neola Elevator Company of Wichita, Kan., for a number of years past has been transferred to the Kansas City office of the firm.

L. E. Dewey, until recently secretary of the Western Corn Millers Association, with headquarters at Kansas City, Mo., has become associated with John Wade & Sons of Memphis, Tenn.

The first car of this season's oats arrived at Chicago July 24 and was sold by John H. Brooks of J. H. Dole & Co. The car inspected sample grade and heating and sold at 78 cents.

The J. L. Frederick Grain Company of St. Joseph, Mo., has sold its grain elevators at Ferrelville, Faucett and Camden Point to the Aunt Jemima Mills Company of St. Joseph.

The Flanley Grain Company of Omaha, Neb., took over the business of the Van Wickle Grain & Lumber Company on August 1. The Van Wickle grain elevator was included in the purchase.

President J. P. Griffin of the Chicago Board of Trade recently appointed a special committee of 30 members with R. W. McKinnon as chairman to prepare plans for a new clearing house system.

A new grain firm has been formed at Minneapolis, Minn., known as the Godfrey-Blanchard Company. It is capitalized at \$100,000 with Leroy D. Godfrey as president and Rufus J. Godfrey as secretary.

A. E. Brush, formerly connected with the Chicago office of E. P. Bacon & Co. of Milwaukee, Wis., has gone to Milwaukee having accepted the position of corn buyer for the Taylor & Bournique Company.

The Service Grain Company is a new firm to engage in the grain business at Fort William, Ontario. Officers are in room 210 of the Grain Exchange Building and George W. Game is in charge.

T. D. Phelps, until recently president of the Farmers Grain Company of Denver, Colo., has started into business for himself as the T. D. Phelps Grain Company with offices in the Cooper Building.

J. P. Andrews who has filled the position of flax buyer for the Midland Linseed Products Company of Minneapolis, Minn., for the past 15 years has become connected with the Van Dusen Harrington Company.

The Minnesota Grain Company of Minneapolis, Minn., has closed its Duluth office. The company's representative, E. H. Harbison, has been appointed Duluth manager for the Minneapolis firm of Lamb, McGregor & Co.

Harry Raphael, a member for many years of the New York Produce Exchange, has become connected with the New York office of Paine, Webber & Co., extensive brokers in stocks, bonds, grain and provisions.

An amendment to the rules of the Chicago Board of Trade was recently adopted by a vote of the members which gives the directors the power during war times to regulate trading in futures so as to fix such maximum prices as they deem expedient.

Denver Wild, son of Jos. Wild, statistician with E. W. Wagner & Co., Chicago, has joined the Quartermaster's Corps U. S. Army and is now enroute for France. Young Wild was with Simons, Day & Co. up to the time of his enlistment.

James A. Dalton, formerly in the grain business in Chicago and for the past 10 years engaged in the real estate and farming business at Woonsocket, S. D., was a visitor among his old friends on "Change" at Chicago the first week in August.

William H. Townsend and J. Edward Maloney, until recently with the grain and bean firm of E. L. Wellman of Grand Rapids, Mich., have engaged in business on their own account with offices at 405 Commercial Savings Bank Building, Grand Rapids.

Lon L. Powell, of Wichita, Kan., has been selected to act as general manager and secretary for the Wichita Terminal Elevator Company, Wichita, Kan. His grain business has been merged with the new company of which Henry Lassen is president.

The Grain Growers Grain Company was organized at Minneapolis, Minn., on August 1 to do a general grain business, with capital stock of \$150,000. Officers are William A. Anderson, president; Fred J. Scott, vice-president; Eleanor F. Juberian, secretary and treasurer.

Robert McDougal, for a number of years past a partner in the grain exporting firm of Knight & McDougal, of Chicago and New York, will retire from the firm October 1 and take a good rest. The business will be continued by Mr. Knight under the old firm name.

John F. Wright has been elected secretary and a director of the Cray-Johnson Company, grain and stock firm of Chicago. Mr. Wright is one of the best posted cash grain men "on Change," and has been a member of the Chicago Board of Trade for very many years.

Caughey-Jossman Company of Detroit, Mich., have bought the American Malting Company's plant at Detroit to which they are adding 250,000 bushels storage capacity and enlarging the feed plant for manufacturing mixed poultry feed. They will move their offices to the plant.

F. G. Olson of Denver, Colo., writes us that several of his associates with himself, formerly connected with the Farmers Grain Company of Denver have formed the Western Grain Company and will do a general business in the purchase and sale of grain. Offices are in 732 Cooper Building.

Allen T. West who has been assistant secretary to John M. Flynn of the St. Joseph Grain Exchange of St. Joseph, Mo., has been appointed secretary to succeed Mr. Flynn who resigned. Mr. Flynn has found his time entirely taken up with his duties as manager of the Mid-West Grain Company.

At a recent meeting of the Board of Directors of the Chicago Board of Trade J. Herbert Ware, Jr., was admitted, with others, to membership in that

body. Mr. Ware is a son of J. Herbert Ware of Ware & Leland and enjoys the distinction of being the youngest member of the Chicago Board of Trade.

The P. O. Branch Company of Little Rock, Ark., has incorporated to deal in grain, cotton and other commodities. Capital stock is \$10,000 and incorporators are P. O. Branch, who is president of the company; W. E. Woodruff, vice-president; J. A. Ginocchio, secretary-treasurer; T. W. Steele and Edgar J. Hahn.

Articles of incorporation have been filed by the Gee-Lewis Grain Company of Minneapolis, Minn., for the purpose of carrying on a general grain commission business. The capital stock is \$150,000 and the officers are H. D. Gee, president; C. C. Lewis, vice-president and treasurer; Norma E. Dart, secretary.

Charles A. Burge, president of the S. W. Flower Company of Toledo, Ohio, entertained members of the Society of Fleas one evening recently at a dinner at his handsome home on Collingwood Avenue. This Society is an organization of grain men on the Produce Exchange who meet regularly each Saturday afternoon at the cottage of George Kreogloh of the Toledo Field Seed Company, located at Point Place on Lake Erie about one hour's ride out of Toledo.

George B. Jones has severed his connection with Dwyer Company of Montreal, Que., and entered into partnership with Edgar Judge under the firm name of the Judge Grain Company. Mr. Judge was 86 years of age July 20 and is still active in business. He is most highly esteemed and was for a number of years president of the Montreal Corn Exchange, and for several years held a seat on the Council of the Board of Trade, being for years treasurer of that organization. Mr. Jones has also had years of experience in the grain, flour and feed business. It is the intention of the new company to make the firm a most desirable one to deal with and render good service as to quality, price and delivery.

CHANGES IN MEMBERSHIP

Chicago.—New members on the Board of Trade are: William Rabb Craig, Harry H. Hodgson, Gus. Johnson, Louis J. Beauvais, Lawrence C. Loughry, Louis N. Scott, Elijah Stockham, John Herbert Ware, Jr., Alba J. Flatt, Arthur John Bailer, Alonzo W. Worth, Allen G. Thurman and Harry S. L. Reno. The memberships of the following have been transferred: Thos. P. Flaherty, Harvey D. Babcock, Dean L. Moberley, Louis J. Friedman, Est. A. W. Loughry, Leo. J. Dwyer, Walter A. Radford, Jay K. Secor, Est. I. W. Von Frantzius, A. E. Bush, Est. W. A. Worth, Christian Kern and Henry H. Dennis. Reported by Secretary J. C. F. Merrill.

Milwaukee.—Wilson H. Hubbard, Harry Bickel and L. C. Cressey have been admitted to membership in the Chamber of Commerce. The transferred memberships are: Jeremiah Quin, J. H. McKoane and Frank O. Lenoir. Reported by Secretary H. A. Plumb.

Peoria.—Membership on the Board of Trade was granted to J. H. Ridge of Turner, Hudnut & Co., Peoria, Ill. Reported by Secretary John R. Lofgren.



WHAT WITH THE GOVERNMENT REPORT, THE FOOD BILL, THE WAR, AND OTHER THINGS, THE STATISTICIAN HAS A DIFFICULT TASK.

From Zahm's Red Letter.

CAIRO GIVEN RESHIPPING RATES TO EAST

BY SYDNEY A. HALE.

Establishment of reshipping rates on grain in carloads from Cairo, Ill., to points in Eastern Trunk Line and New England territories which shall not exceed the charges contemporaneously maintained to the same markets from St. Louis, Mo., has been ordered by the Interstate Commerce Commission in *Cairo Board of Trade vs. Cleveland, Cincinnati, Chicago & St. Louis Railway Company, et al.* [46 I. C. C. 343.] At the present time, St. Louis enjoys a rate to New York 5 cents under Cairo, while the average through charges from stations in Missouri, Arkansas and Kansas range from 2.8 to 6.9 cents higher via Cairo than via St. Louis.

Considerable stress is laid in the Commission's decision to the necessity of Cairo grain interests finding a new outlet Eastward because of increased local production in the South and Southeast. For example, in 25 counties tributary to Cairo and from all of which Cairo is intermediate to Eastern points, it is asserted that over 1,000,000 bushels of grain are raised annually. Southern Illinois produces 37½ per cent of the wheat yield of the state, while considerable grain is raised in western Kentucky in districts naturally tributary to Cairo. These changed conditions, in the opinion of the Commission, "make imperative a readjustment of rates from Cairo." Despite Cairo's favorable geographical location, the adjustment assailed permits Chicago to come to Cairo's door and haul grain at an 8-cent rate into Chicago and reship out at a rate of 16.8 cents to New York.

While the complaint in this proceeding attacked the rates from Cairo as unjust and unreasonable, this charge was not sustained by the Commission. The decision turned upon the second phase of the complaint, unjust discrimination in favor of Chicago, Peoria, and other interior Illinois markets, East St. Louis, St. Louis, Hannibal and Louisiana, Mo. The real point in issue was the maintenance of reshipping rates on grain from the markets named while Cairo enjoyed only a local schedule upon its outbound shipments in reaching a decision, the justice of Cairo's contentions in this respect was recognized, but the working out of the question of relief was largely predicated upon the relative adjustment as between Cairo and St. Louis.

Turning to the transportation features of the situation, the Commission held traffic density from St. Louis and Cairo to destination markets was practically the same and that operating conditions from the interior Illinois points were not more favorable than to Cairo, while from the Missouri points, the advantage lay with Cairo because the outbound movement to the East involves no bridge service.

In opposition to the relief asked for by Cairo, the railroads made the plea that the reshipping rate sought was part of the through charge from the grain fields and that because no attack had been made upon the rates inbound to Cairo, no relief could be granted. In other words, it was their position that the entire through charge from field to point of final destination must be in issue. To this view the Commission refused to accede, even to the extent of declaring that the rule on this subject laid down in a case decided several months ago was too broadly stated.

"A reshipping or rebilling rate," defines the Commission, "is a proportional rate under which after a commodity has been shipped to a distributing market and unloaded for the purpose of storage or treatment in transit the same commodity or an equivalent amount may be reshipped to final destination. The reshipping rate is usually less than the local rate from the distributing or transit point to the final destination and must be regarded as part of the through rate or charge from the point of origin through the transit point to the ultimate destination."

While a plea for reparation would raise the question of the reasonableness of the entire through charge, "this does not hold true of a determination of the reasonableness or justness of the reshipping rate itself. Reshipping rates are not merely

divisions of through rates, but are separately established rates generally published by carriers other than those engaged in the inbound movement and without the concurrence of the latter and the point of reshipment is a rate-breaking point." Changes in reshipping rates may be made without affecting the inbound charges. An excessive reshipping rate might produce a reasonable through charge in connection with an unduly low inbound rate and vice versa. "It cannot properly be argued that a proposal to increase unremunerative reshipping rates could be denied upon the ground that the through charge composed of an excessive inbound rate and an unremunerative reshipping rate is just and reasonable. The converse must also be true, namely, that shippers may not upon like grounds be denied relief from unreasonable or unduly prejudicial reshipping rates. This is also true as to proportional rates that are applicable to shipments going or from beyond and which are not limited as applying only on shipments from or to designated points or

territory. Each of such rates must be judged upon its individual merits."

Contention that the application of reshipping rates at the other points is the result of competitive influences and that they are influenced by water competition at Chicago is bluntly disposed of in the following language: "The futility of this argument is evident when it is considered that at all of the points accorded reshipping rates the sum of the inbound rates plus the reshipping rates outbound is identical with the through rate from the grain-producing region west of the Mississippi River to the Eastern destinations and furthermore that it is the universal practice to accord transit under the through rates wherever necessary at points along the direct line of movement. At points so located defendants must either equalize in and out rates by means of reshipping rates or provide transit under through rates.

The carriers are given until October 15 to establish the reshipping rates ordered from Cairo.

TRADE NOTES

The Goodyear Tire & Rubber Company of Akron, Ohio, has purchased a site near Rio Janeiro on which it will build a plant to manufacture rubber goods, including its well known elevator belts, for the South American trade.

H. G. Bushnell, well known among the grain elevator building interests of the West, is looking after the business of the Burrell Engineering & Construction Company of Chicago, in Iowa, Minnesota and Nebraska. Mr. Bushnell maintains his headquarters at 2006 First Avenue, Cedar Rapids, Iowa.

The Director of Agriculture of Trinidad, one of the largest and most valuable of the British West India Islands, has called attention to the desirability of an efficient type of corn mill being introduced in that country. It should be operated by hand or gasoline engine, and be able to grind not only corn into meal but also the Trinidad root crop of "dasheen." Those interested should address Consul Henry D. Baker, Trinidad, British West Indies.

The Wolf Company of Chambersburg, Pa., is doing its war "bit" by speeding up in all departments to turn out the necessary machinery for grinding the food of a hungry world. The Allied nations must have bread and, but recently, The Wolf Company received two large orders from Russia to be shipped at the earliest possible moment. The big Manchurian mill is nearly ready and Argentina is just about to start the large Wolf mill. The company has been especially busy of late filling orders for corn meal mills and its Giant Feed Mills.

The large exporters of grain along the Atlantic Coast are said to be substantially recognizing the good results and satisfaction to be gained through the use of Invincible machines manufactured by the Invincible Grain Cleaner Company of Silver Creek, N. Y. A recent order placed through James Stewart & Co. of Chicago, Ill., for the new elevator of the Northern Central Elevator Company at Baltimore, Md., specifies a battery of Invincible Cleaners capable of handling 50,000 bushels per hour. The order also included Invincible Packers for packing dust.

The new grain grades as established by the United States Government should cause the system of grading, inspection, weighing, etc., to be speeded up to a high state of efficiency. One of the devices which makes for this efficiency is the grain trier manufactured by Otto Kellner, Jr., 4028 South State Street, Chicago, Ill. Mr. Kellner presents this trier to the trade in our advertising columns commencing with this issue. It is made of steel tubing fitted with maple pole, the top being fitted with a bronze collar. The point is turned of solid bar steel. It is commended for use in securing samples of grain

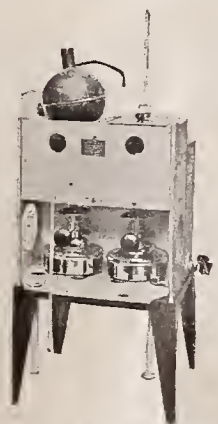
by very many grain dealers and millers who have given it a thorough tryout.

Stanley Watson, son of William Watson, Chicago representative of the S. Howes Company of Silver Creek, N. Y., who was among the first to offer his services from Silver Creek to fight for his country by enlisting in the Sixth Regiment, U. S. Engineers, is now in training at Washington, D. C. He was in the Engineering Department of the S. Howes Company. His example was followed by Stewart Nehbur of the same company who is now in training at Fort Douglas. Both boys will be sent to France in the near future where the Eureka machinery is as well known as in the United States. Young Watson is engaged and will be married before leaving for the front to Miss Frances P. Chapman, only daughter of the genial Bert Chapman of Silver Creek, N. Y. The bridegroom-elect was born in London, England, 24 years ago, and although he holds a warm place in his heart for the Motherland, yet he thinks that there is no place like the United States. The Watson family are well represented in the war; Tom, brother of W. Watson who has been wounded twice, two brothers-in-law, one of whom was recently killed in action, a cousin, all of whom have been in the thick of it since the first year. Two are in the British army and one in the Canadian and now Stanley is in the United States army. It is the proud boast of the Watson clan that none were drafted but volunteered, and is a lesson in patriotism that might well be taken to heart by hundreds of men who are hanging back until forced to join by the draft.

THE IMPORTANCE OF TESTERS

The work of educating the American farmer to the importance of bringing high-grade grain to market if he wants to get the top price, has been about completed. The farmers know that good grain deserves a premium over poor, and as he is always sure that his grain is A No. 1, the elevator manager has to be in a position to grade it correctly or suffer loss on the grain or a falling off in his customers, who will inevitably go to the house which will give him accurate tests.

The Flint-Brown-Duvel Moisture Tester, manufactured by De Roo & Son, Inc., 115 East Water Street, Flint, Mich., will assure dealer and farmer alike of the moisture content of his grain, which is such an



important factor in correct grading, and may easily save the elevator operator its initial cost on two or three cars of grain.

For most country elevators the two-compartment tester is the favorite size, although it can be furnished in from one to six compartments. But whatever the requirements of the elevator as to size, no house can afford to do business under present conditions without means of making accurate tests, and the Flint-Brown-Duvel machine has satisfied users in every grain state in this country and in Canada, so we do not hesitate to recommend it.

WICHITA'S NEW INSPECTOR

The position of supervising inspector at a terminal market carries with it a degree of responsibility which was unknown a few years ago, and in a growing market like Wichita, Kan., the load for the inspector is even greater, for on his decisions rests largely the continued support of that market by shippers, and the gain of new business. Under the Federal statute an error in grading at any inspection point may be published by the Department of Agriculture, so that an inspector can-



CHARLES M. PEASE
Grain Inspector, Wichita, Kan.

not play favorites and get away with it, as he could, and occasionally did, before the law went into effect. Now, to hold his job, an inspector has to give all his attention to grain and none to clients.

When Charles M. Pease was appointed inspector at Wichita, he accepted the responsibility with the position, for he has had ample experience and an abundance of the spirit of fair play.

Mr. Pease's inspection experience began in 1897 when the Kansas State Inspection Department was organized with W. W. Culver as chief grain inspector, appointed by Governor Leedy, the Populist Governor. When the war with Spain began Mr. Pease enlisted in the 20th Kansas Regiment of Volunteers and served during the war, being mustered out in October, 1899.

About three years later he became sampler for the Kansas City Board of Trade, and served in that capacity for nine years, when the Board of Trade inspection department was organized with office inspection and Mr. Pease went into the office as first assistant inspector. He served in that capacity for three years and then, the Board department giving way to the Kansas State Inspection Department, he entered the employ of the state as assistant inspector under George B. Ross, chief. Mr. Pease served in Kansas City until July 1, when he was put in charge of the Wichita office.

NEWS LETTERS

MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

THE new crop of grain just beginning to come to market will have a high commercial value, according to Chief Inspector A. A. Breed. The new barley is heavier than a year ago, and it is a little more stained by the weather than last year, but on the whole the crop will prove satisfactory for the trade since its sprouting qualities are high so that it meets well the demands for malting barley.

Milwaukee has been getting some new Iowa and South Dakota oats, which has been of good weight and of good color. Early shipments of poorly seasoned grain are more likely to go to Minneapolis and Chicago than to Milwaukee. This policy has been followed in former years by shippers and it is likely to be followed this year so that when the bulk of grain begins to move and the crop is thoroughly seasoned, Milwaukee will have larger grain receipts than ever before.

* * *

Wisconsin crop figures are likely to be better than in many years according to the expert estimates. The hot dry winds of the last few days in July injured the late oats to some extent but the damage is not reported to be serious. Wind has also injured some grain crops and caused lodging but the total area affected is relatively small. Rust, while it has appeared in many fields, both of the spring wheat and oats, has done but little damage and with the harvest fast approaching, little harm is looked for from this source. Most of the month of July was cool and showery, which was favorable to the progress of grain, but the last week of July was very hot and dry.

* * *

A general movement is on in the state of Wisconsin to largely increase the wheat output of the state. The movement is sponsored and assisted by many organizations, the Wisconsin Bankers' Association being perhaps most energetic in working in the various communities of the state. The state council of defense is directing the various forces and most valuable assistance is being given by the Milwaukee Chamber of Commerce, the Wisconsin Millers Association and the College of Agriculture under the direction of Prof. R. A. Moore. Prof. R. A. Moore has been experimenting with some good winter wheat for seven years and now he has perfected it to the extent that it yields as high as 40 bushels an acre under good conditions. This splendid yielding variety of pedigreed seed, which has been acclimated especially to Wisconsin, will be distributed in every corner of the state and small fields are expected to be grown in every one of the 71 counties of the state.

The object of the entire wheat movement in the state is to make the state at least self supporting in wheat. Years ago, when the wheat belt moved across the Middle Western States, Wisconsin was one of the great wheat states of the Union. The present campaign is designed to put Wisconsin back on the wheat map and to do it with wheat which yields two or three times as much as the average wheat yield of the country.

* * *

The first car of new oats recently received at Milwaukee came from Iowa and graded No. 3 white, testing 35 pounds per bushel.

* * *

Charles E. McDonald, Wittenberg, Wis., chairman of the Legal Board of Review of the Federal Trade

Commission, has been sent to Chicago and Minneapolis to assist in the investigation of grain conditions, which is being carried on by the Federal Trade Commission as a part of its nation-wide food investigation.

* * *

Grain in store in Milwaukee at the close of business August 4 was 31,000 bushels of wheat, 8,000 bushels of corn, 56,000 bushels of oats, 1,400 bushels of barley and 4,400 bushels of rye. This indicates the low stocks in the leading grains.

* * *

According to President H. W. Ladish there is to be little or no delay in the prosecution of the project to build a new structure for the Chamber of Commerce. Some seven or eight sites have been offered and it is expected that before long the location will be chosen and the lot will be bought. The committee is busy studying the various sites and their availability. Mr. Ladish announced that there was no chance of placing the building on the old Kerby House site. The actual erection of the building may not be made for some time yet, the principal object for the time being to settle the matter of a site, so that the building can be put up as soon as conditions are ripe in the way of cheaper materials.

* * *

Chief Inspector A. A. Breed spent his vacation at the Wisconsin lakes and reported the catch of a 4-pound black bass. Secretary Harry A. Plumb was away for nearly a month during his auto trip to Yellowstone National Park. Mr. Plumb reported exceedingly dry hot weather and poor crops in North Dakota. Minnesota, he reported, has good crops judging from the districts through which he passed during this tour.

* * *

George C. Swallow, one of the oldest members of the Chamber of Commerce, who had been attached to the organization since 1887, died recently.

* * *

Robert Eliot, one of the best known grain men in Milwaukee for many years, died at the age of 87 years. Mr. Eliot was born in Albany, N. Y., and came to Milwaukee in 1855 at the age of 25, after spending two years in California during the famous gold rush of 1848. The same year he came here he founded the commission business which was destined to become one of the largest in the Northwest. It is related of Mr. Eliot that he was once offered a partnership by the late Philip D. Armour but declined it because he was not impressed by Mr. Armour's abilities. He was a member of many organizations and was also president of the Chamber of Commerce in 1883 and 1884. He also served as a member of the Board of Directors several times.

* * *

The Chamber of Commerce has fixed \$1.28 a bushel as the maximum price for December and May corn.

* * *

Two cars of new barley, the first of the new crop, were one from South Dakota grading No. 4 and testing 50½ pounds and selling at \$1.45½; the other was from Nebraska, which graded No. 4 and tested 45 pounds.

* * *

A statement has been issued urging shippers all over the Northwest to send their grain to Milwaukee this fall if they desire the very best prices. Attention is called to the fact that with the elevator capacity, malting, brewing and cereal industries enlarging their capacity every year, the storage facilities of the city are now close to the 18,000,000-bushel mark. It is also pointed out that with the strong competition to buy grains at Milwaukee, especially barley and oats, the shipper is assured of a good price for his offerings. It is also pointed

out that stocks of grain are very small and that an extraordinarily keen demand for the new crop is therefore assured. The railroad and shipping facilities with the car ferries also help transportation of grain and help to get the best prices and avoid freight congestion.

* * *

The Board of Directors of the Chamber of Commerce adopted a resolution providing that after July 31 no transaction for the delivery of corn in store by grade, during the month of September, shall be entered into in the Milwaukee market. It was also provided that the commercial value of contract grades of September corn on July 31 should be determined on as \$1.65 per bushel and that this price shall be the basis of the settlement rate for all outstanding contracts for September trading. This action is designed to stop the grading in September options in corn.

* * *

The Milwaukee Council of Defense is having extraordinary success in the making of war bread. Although the new bread has been put out by bakers only a few days, sales are 10,000 to 12,000 loaves a day and the demand is constantly increasing. Prices are not lower than that of other bread but more nourishment is obtained for every dollar expended than was obtainable in the old wheat bread. The new recipe provides about 75 per cent of wheat flour and 25 per cent of oatmeal. Some of the bakers also add a small percentage of corn and barley so as to give the bread a better flavor. The bread keeps moist longer than white bread, its color is just a little darker than usual, the taste is far superior to common white bread and the nourishment is greatly in excess of the common white bread. The new loaf promises to be exceedingly popular.

* * *

The Council of Defense, realizing that Milwaukee is a great barley market, and that barley may soon be in little demand for brewing, has also set out to make barley bread. The different recipes are one-fourth, one-third and one-half of barley. The barley bread also turned out well and its use is expected to continue. The barley flour is now \$10 a barrel, compared to \$13.50 for wheat.

* * *

ST. LOUIS

R. O. JOHNSON - CORRESPONDENT

CASH grain houses have enjoyed a fairly good business on the Merchants' Exchange, but the speculative firms find it "pretty tough picking." Receipts of wheat, corn and oats have been constantly under those of last year at this season, and the trade is beginning to ask, whether the Food Bill should have been made to read against the farmers hoarding their grain, rather than against the middleman or speculator being the one at which the legislation is aimed; for it is apparent even to the layman that wheat is being stacked and stored away on the farms in a volume never before known to the trade. Unless a change in conditions comes, it seems inevitable that Uncle Sam will have to adopt the measure provided for in the Food Bill, and later on commandeer supplies on the farms.

Futures have been working lower recently, since it was discovered that the Food Bill provides a minimum price of \$2 for the crop of 1918, and makes no provision for the present harvest; and as the present crop apparently is improving in the Northwest, and export demands are light, there has not been much opposition to traders desirous of offering the market down. Cash wheat also has been seeking a lower level, owing to light demands despite small arrivals, and values are materially lower than at the height of the sensational price rise in the spring.

* * *

One of the most sensational breaks ever known in the St. Louis cash corn market was recorded

last Saturday when, on light sales, values tumbled 30 to 33 cents, and closed with only a fair demand at the decline. Marshall Hall, of the Marshall Hall Grain Company, Arthur C. Petri, representative of Bartlett Frazier Company of Chicago, and other veterans on the Merchants Exchange, declared that the records of the Exchange would show that such a break never had been seen before. They attributed the decline to cessation of buying by distilleries, following the signing of the Food Control Bill by President Wilson, carrying the clause prohibiting the use of foodstuffs in manufacture of distilled beverages 30 days after the bill becomes a law. Buying by distillers had been one of the main props of the market for some weeks, and when the demand from this source subsided, there was hardly any buying to sustain values. After the break, the following prices prevailed in the cash corn market: No. 2 corn, \$1.80; No. 2 yellow, \$1.80; No. 2 white, \$2.05.

* * *

Ben B. Bryan of New York, a member of the firm of Logan & Bryan, was in St. Louis last week on a business trip, and was introduced on the Merchants Exchange by Bert Forrester, representative of the firm in St. Louis.

* * *

George E. Marcy, president of the Armour Grain Company, Chicago, was in St. Louis last week on business, and was on the floor with the firm's St. Louis representative, Cary H. Bacon.

* * *

The Merchants Exchange has adopted the following rule: On all sales of wheat on track, in elevator or to arrive, that is sold by grade only, the dockage is to be deducted from the gross weight without payment for such dockage. This in no way applies to wheat sold by sample alone.

* * *

W. H. Toberman of Toberman, Mackey & Co., St. Louis, was elected second vice-president of the National Hay Association at the recent meeting of the organization held in Chicago. He was formerly a member of the Board of Directors.

* * *

William J. Klosterman, who for years has been connected with Morton & Co., commission merchants on the Merchants Exchange, has entered business for himself under the name of W. J. Klosterman & Co.

* * *

The north half of the ground floor of the Merchants Exchange is being remodeled for grain and commission offices by Secretary Eugene Smith, and the work is almost completed. The new quarters will be as attractive as any in the building. One office already has been taken by Beach, Wickham Grain Co., of Chicago, which is opening a branch here.

* * *

Edward M. Flesh, president of the C. H. Albers Commission Company, St. Louis, has been selected as one of the principal aides to Food Administrator Hoover. Mr. Flesh is expected to have control of wheat transactions for the Government in a district embracing parts of Missouri and several other states.

* * *

August Von Rump has announced that he will retire from the Seele Bros. Grain Company on September 1, and engage in the grain business for himself. Mr. Von Rump said the details of the new business and the exact title of the new firm had not been definitely decided on.

* * *

Members of the Merchants Exchange, on August 6, passed the following new rule by a large vote:

The Board of Directors, during the continuance of any war to which the United States shall be a party, shall have power from time to time to thereafter prohibit, until further action of the Board and notice thereof, trading for present or future delivery in any or all of the commodities traded in on its Exchange, or such trading for delivery in any particular month, including trading in settlement of any then existing future contracts. Whenever such trading for future delivery shall have been so prohibited, the Board of Directors shall appoint a committee of three from the membership at large, which committee shall fix, as of the day immediately preceding the first day on

which said future trading shall have been prohibited, a fair and reasonable price at which existing contracts shall be settled, and the price so established shall, without the payment of any penalty, be the basis on which such settlements of such contracts for future delivery shall be made. The Board of Directors, whenever the public welfare, or the best interests of the Exchange in its judgment seem so to require, shall have power to suspend, during the continuance of any war to which the United States shall be a party, the operation of any rule of the Exchange, and also to fix a maximum price for any commodity dealt in on its exchange, above which price no member shall thereafter and during the maintenance of said maximum price, be permitted to make a trade in such commodity.

Any action of the Board of Directors under this Rule shall be binding on all members of the Exchange, from and after the hour when the same shall be posted on the bulletin board in the Exchange room.

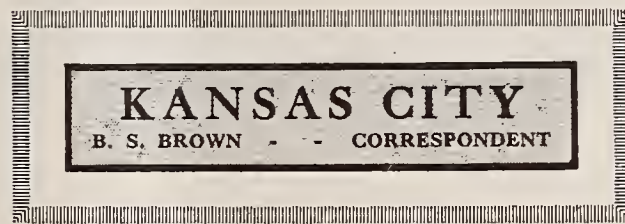
Any member making a trade, or refusing to make a settlement, or doing any act, in violation of this Rule, shall be deemed to have been guilty of an act detrimental to the welfare of the Exchange, and shall be liable to punishment as provided in Section 9 of Rule IV.

* * *

James W. Griffin, representative on the Merchants Exchange of King Farnum & Co., Chicago, is receiving the congratulations of his many friends on the floor over the arrival of a son and heir.

* * *

H. F. Robson, managing director of the Wheat Export Company, of New York, which does the buying for the Allies, was in St. Louis last week, and was on the Merchants Exchange with Carl Langenberg of the Langenberg Bros. Grain Company.



COUNTRY shippers are being urged by the Kansas City grain men to use more care in the cleaning of wheat before shipping. This additional work is being asked in order that the dockage provided in the new Federal grades law may be avoided. This dockage includes sand, dirt, weeds, stems, weed seeds, chaff, straw, grain other than wheat, and all other foreign matter that can be removed by the Government prescribed sieves.

* * *

It is reported that 7 acres of the farm of George Ramsey, near Valley Center, Kan., yielded 68 bushels to the acre. This is the biggest yield in the state that has been reported as yet. The farm of 200 acres average 50 bushels to the acre.

* * *

There has recently arisen in Kansas City a demand for first-class inspectors of grain. This is due to the fact that the mills find it necessary under the new Government rules to have an inspector with a great deal of training. The office of George B. Ross, state grain inspector, is being flooded with requests for inspectors. Letters have been received from Nebraska, Oklahoma, and Texas, as well as from points in Kansas. The Federal Government recently took three men out of this office for Government work. Long distance telephone calls are not infrequent at the office, which has practically become a clearing house and school for these men. A year's training is required before the man becomes thoroughly proficient.

* * *

J. C. Glover & Co. is an addition to the Kansas City firms in the hay business. Mr. Glover has been in the feed business in Kansas City for 15 years and in that time has handled all kinds of feed. The new company has obtained a membership in the Kansas City Hay Dealers Association and will carry on a receiving and shipping business, with offices at 709 Live Stock Exchange Building.

* * *

The hearing before Examiner Hagerty of the Interstate Commerce Commission on the complaint of the Kansas City Hay Dealers Association against the Rock Island Railroad was concluded August 3. The complaint was that the road refused to grant

through rates on hay from points on the Rock Island line out of Kansas City. The hearing lasted an entire day. The hay men are confident that the establishment of through rates will be effected by their efforts during the hearing.

* * *

A car of wheat received July 17 and offered by B. C. Christopher & Co., graded No. 2 soft and tested 59½ pounds to the bushel, but there was a dockage of 8 per cent, which cut the car down 4,000 pounds. The presence of foreign matter was not the full cause of this as broken grain went through the inspector's sieve. This car would have graded No. 4 red, and would have sold for more money. The car was offered for sale subject to return of the docked material, which was worth \$1 per 100 pounds, but the proposition was rejected by the buyers. This dockage was regarded as excessive, but the status of the car was not improved by a re-inspection of the car. It is claimed by the buyers that the expense of cleaning wheat is about 1 cent a bushel.

* * *

C. B. Fox of New Orleans has retired from the Fox Miller Grain Company of Kansas City. That company will now do business under the name of the Stephen H. Miller Grain Company.

* * *

Jay Hausam of Hutchinson, Kan., is now handling cash grain for himself at Hutchinson, as he has recently disposed of his interest in the Pettit Grain Company.

* * *

Miss Gladys Nicholson, daughter of W. S. Nicholson, of the Nicholson Grain Company, has been asked to report for duty in the Nurse Corps of the United States Army. She will report in New York city immediately for her service "somewhere in Europe." She was in France for a year working as a trained nurse and took care of the French soldiers at Juilly. She had been visiting her parents when she received the call.

* * *

David Heenan has been elected to membership in the Kansas City Board of Trade. He received his membership July 24. The membership was formerly owned by Kay H. Beach. Mr. Heenan represents the Neola Elevator Company and comes here from Wichita.

* * *

Corn sales in Kansas City during the last month have been numerous and are to nearby points and points far away. Kansas City corn has been sent into Mexico and mills everywhere are clamoring for increased shipments. The high price of wheat flour has been responsible for the increase of the use of corn bread. Mills near Kansas City have been working for exports to Europe, although offerings on choice milling corn are particularly scarce.

* * *

Crosby Kemper, one of the youngest members of the Kansas City Board of Trade, has enlisted in the Sixth Regiment of the National Guard of Missouri. He has had considerable military training while a student in the University of Missouri. He is the second Board of Trade member to enlist as Fred Fowler has been in the army for some time.

* * *

At a meeting of the Board of Trade held on July 28, the members voted by a count of 112 to 22 in favor of a resolution empowering the directors to prohibit trading for present or future deliveries in any and all commodities handled through the Kansas City Exchange during the present war or any war in which the United States is engaged. This decision of the members supports certain acts that have been made by the directorate and harmonizes completely with the recent action of the Chicago Board. One of the provisions of the resolution is that a committee of three appointed by the directors shall have the power to fix the maximum prices.

* * *

George B. Ross, state grain inspector, recently made a trip through Kansas visiting the different stations at which grain is tested. There are 14 of these stations. He reported that he found all of these stations in fine shape, although they were slightly short of men. He also reported that the

corn west of the central part of Kansas was a total failure and the upland corn was badly damaged. There have been two cuttings of alfalfa there already.

* * *

Russell Allaman, who for the past two years has been an inspector in the office of the Kansas State Board of Grain Inspection, has gone to Fort Worth, Texas, where he will work in the grain and cotton inspection department of the exchange there.

* * *

C. A. Wallard has been sent to Abilene, Kan., to take charge of the grain inspection there. He worked for two years under George B. Ross.

* * *

Kansas stock men are planning to increase the amount of feed for next year by sowing rye as well as wheat. Many of the farmers feel that nothing equals rye as a winter stock feed and for late pasture. Levi Rayl, of Hutchinson, Kans., believes that rye is hardier than wheat and cites an instance on his own farm where rye which he pastured all winter made a yield of 18 bushels to the acre. Indications point to an increased rye acreage throughout Kansas.

* * *

The sending of thousands of army horses and mules to points in Texas along the Mexican border has made that state one of the heaviest hay buyers in the Kansas City market. Besides the shipments direct to Texas, much hay is going from interior Kansas points. Oklahoma which usually supplies the light orders has not had favorable conditions this season for heavy productions of alfalfa and timothy. As a result Texas is looking to Kansas City for large quantities of alfalfa, prairie, and timothy.

BUFFALO

ELMER M. HILL CORRESPONDENT

ANOTHER modern concrete grain elevator is to be built in the Buffalo harbor. Property has been bought from the Pennsylvania Railroad, by C. Lee Abel, president of the Marine Elevator Company, and a new structure with a capacity of 1,000,000 bushels will be erected at once. The site of the new house is on the Buffalo River opposite the Buffalo Union Furnace. Including the cost of the property, the new elevator will cost approximately \$1,000,000.

In addition to the elevator the company will build either a flour mill, which it is anxious to have operated in connection with the elevator, or large warehouses, of which Mr. Abel says there is great need in Buffalo. If the warehouse is finally agreed upon, it will have both boat and rail connections and because of the large ground space available, it will have convenient facilities for handling all kinds of merchandise.

Details of the elevator construction have not been announced and Mr. Abel says the contract has not been awarded. Plans have been drawn and the house will be similar to the other new elevators recently completed along the Buffalo River. It will have rapid unloading facilities and will be able to load into cars and canal boats while grain is being taken from a vessel. The new house will increase the port's elevator facilities by almost 25,000,000 bushels per year.

* * *

Tallying of grain at the Buffalo elevators will be resumed under the supervision of the Buffalo Corn Exchange. Since the dissolution of the Grain Clearance Corporation on July 1, there has been no standard of reckoning shortage and surplus in grain cargoes. With a view to improving the situation, especially relative to grain shortages, the Corn Exchange has interested itself in the situation, and has decided to have all grain cargoes tallied. The Exchange has discussed the situation with representatives of the Lake Carriers' Association and other

vessel owners, and it is understood that the latter are pleased with the plan. The tallying will be done by a competent force of men under the jurisdiction of the Corn Exchange, Chief Inspector Mattis will look after the scales and see that they are kept accurate and in good order. The system of tallying will be similar to that which was in vogue some years ago under Junius Smith.

Fred Pond, secretary of the Corn Exchange, said that there is every reason to believe that the new system will greatly improve matters at this port. He declared it will at least show that an effort is being made at Buffalo to keep an accurate check on the quantity of grain loaded into every cargo at the Upper Lake elevators.

* * *

Local grain elevator interests are making an effort to have a part of the two Buffalo regiments now



H. C. SHAW AND FAMILY IN THE ADIRONDACKS

in the Federal service, remain in the city as a home guard for the waterfront district. They have pointed out to the Federal authorities that Buffalo is an important grain center and that a large percentage of the wheat for export to the Allies will pass through Buffalo so that it is vital that the local elevators have adequate military protection.

* * *

H. C. Shaw of the Taylor & Bournique Company has been on a vacation with his family in the



AN EARLY MORNING CATCH OF SPECKLED BEAUTIES

Adirondacks. Many are the fish stories he relates and some of them, at least, are strictly true for he proves them by pictures, two of which are reproduced on this page.

* * *

The Department of Public Safety of Rochester is conducting an investigation into the cause of the fire which destroyed the Whitney Elevator early in August. Large quantities of wheat stored were damaged by fire and water. There is some evidence before the municipal authorities that defective electric wiring caused the blaze. The loss is fully covered by insurance.

* * *

The Buffalo City Council has ratified an agreement with George J. Meyer, the Buffalo Elevating Company and the American Linseed Company pro-

viding for the closing of Peck Slip off the foot of Main Street, the sale of part of the islands in the Buffalo River at this point and the development of the property for an improvement to the harbor facilities. A bond issue of \$80,000, the proceeds of which will go to Mr. Meyer for a part of the islands, was authorized by the Council. Peck Slip will be filled in and the islands dredged out so as to make a wider channel for a distance of 1,000 feet off the foot of Main Street. The harbor improvement has the endorsement of grain and elevating interests as well as owners of lake grain vessels.

* * *

A new movable marine tower to cost \$22,000 will be built by the Superior Elevator Company. The tower will be built at once so as to increase the structure's unloading capacity when the grain rush is started in the fall.

* * *

Grain receipts at the Buffalo elevators up to July 31, totalled 77,463,222 bushels as compared with 89,163,858 bushels for the corresponding period of last year, showing a decrease of almost 12,000,000. During the month of July local elevators handled 10,170,093 bushels as compared with 23,276,859 bushels for the corresponding month of last year. During the early weeks of August receipts were small and the local houses which were lying idle underwent minor repairs to machinery so as to make them ready for the rush when it starts in the fall.

* * *

Nisbet Grammer, president of the Eastern Grain, Mill & Elevator Corporation, operating the Concrete-Central Elevators, who has returned from a tour of the grain section in the Middle West, said that owing to the excess of dry weather in certain parts of Saskatchewan, Alberta and North Dakota, during the last several weeks, the experts there are not looking for a bumper crop of grain. He said there is a possibility, however, of the situation improving between now and harvesting time.

CINCINNATI

K. C. CRAIN - - CORRESPONDENT

SOME of the leading members of the Cincinnati grain trade narrowly escaped serious injury recently, while on their way to the National Hay Convention at Chicago, when the dining car on their train overturned and caused two Pullmans to leave the tracks. A serious wreck might easily have resulted, but fortunately only the one car turned over, and only members of the crew were injured, all of the grain men and other passengers escaping with a shaking up.

* * *

Robert J. H. Archibale, custodian of the Chamber of Commerce, including the trading floor, assumed the bonds of matrimony recently, and in honor of the occasion his friends among the grain trade gathered a handsome purse and presented it to him, with their hearty good wishes for a happy married life. At the same time the new Mrs. Archibale was remembered with a beautiful bouquet.

* * *

The largest wheat receipts ever recorded on the Cincinnati market reached the city on Monday, August 6,—281 carloads, containing 421,500 bushels, of the approximate value of \$1,011,600, comprising the shipments received. Most of the grain was of course destined for reconsignment to other points, and the local market did not break under the heavy receipts.

* * *

In spite of the natural pressure from farmer constituents, both of Ohio's senators recently voted against fixing a minimum price of \$2 a bushel for wheat, Senator Pomerene taking a position against that figure largely as a result of a questionnaire con-

ducted by A. P. Sandles among Ohio farmers. According to this, it is reported that the average minimum price received by Ohio farmers for their wheat recently was \$1.49, and the average maximum was \$2.10½, thus indicating that the proposed minimum is considerably more than has been paid, even on the recent high markets.

* * *

The need for better facilities here for the Federal grain and hay inspection work has led to a move for obtaining quarters in the Mitchell Building, Chief Inspector George F. Munson supervising the move and the arrangement of the new rooms. The services of the Bureau are in heavy demand with the movement of the new crops of wheat and hay, and more space was absolutely necessary.

* * *

Suit was recently filed in the U. S. District Court here against the Ferger Grain Company by the Michigan Milling Company of Ann Arbor, Mich. According to the petition the plaintiff contracted with the Cincinnati concern on October 31, 1914, to buy for the latter's account, on a commission basis, 150 to 200 carloads of beans, and this amount was subsequently increased, it is alleged, to 250 carloads. Up to November 18, 1915, the plaintiff alleges that it had purchased for the account of the Ferger company \$356,483.54 worth of beans, making 221 carloads, without figuring commissions and expenses. In the following December, it is alleged, the defendant having failed to meet its contract to purchase the beans, it was agreed that the plaintiff should resell all beans not delivered to the defendant, amounting to 118 carloads. On the whole transaction damages of \$12,853.56 are asked, covering commissions, expenses and services. It is said that the Ferger Grain Company anticipated selling the beans to the Allies, but that its agent, Victor Shields, was one of the victims of the *Lusitania* disaster, and that the company was thus unable to negotiate the sale.

* * *

Several members of the Grain and Hay Exchange were among those whose numbers were drawn for service in the new army. F. R. Brown, A. A. Bender and E. E. Dannemann, members of the Exchange, being drawn, while a good many elevator and office employees were also drafted for service in the new army.

* * *

Fine, warm "growing" weather experienced in the latter part of July and the first part of August served to dissipate fears that crops would be seriously injured, and although threshing was delayed by continued rains, it is said that the quality and average yield of wheat will prove to be highly gratifying. The Ohio Board of Agriculture also states that the anticipated damage to the corn crop did not materialize, and that only in low lands which were submerged for a long period will the damage to the crop be severe, other sections giving every indication of a record-breaking yield of the great cereal. At the Wooster Experiment Station Director Thorne recently stated that he believed the state's wheat yield would run between 40,000,000 and 50,000,000 bushels, a decided gain over last year.

* * *

According to the Piqua Milling Company, at Piqua, Ohio, wheat threshed and delivered so far runs from medium to good in quality, with the yield ranging from 25 to 40 bushels to the acre, the top being 45 bushels, in a few instances. Oats are promising in appearance, and while some corn has been damaged, the crop is regarded as promising, and hay is certain to return a big yield.

* * *

Quick work by more than 100 farmers saved the plant of the Toledo Grain & Milling Company, at Napoleon, near Toledo, recently, when a can of gasoline exploded and set the building on fire. The local telephone operator sent out the alarm over the wires, and the farmers responded by rushing to the rescue in their automobiles, with loads of milk-cans filled with water, and succeeded in putting out the fire, before it had done much damage to the plant or contents.

NEW YORK

C. K. TRAFTON - - CORRESPONDENT

MEMBERS of the local grain trade, but more especially oats dealers, have been needlessly and astonishingly agitated because of the report that more than 50 vessels are anchored in New York Harbor, many of them several miles up the Hudson River, said to be loaded mostly with grain, and particularly oats, representing a huge quantity, supposed to be for Holland. It was the general impression that approximately 1,000,000 bushels of oats were thus temporarily useless. It seems that many of these vessels have been detained for several weeks, chiefly because they could not get licenses or sailing permits either from this Government or the British Government. It was assumed by some dealers that the officials feared that the oats shipped to neutral countries might reach Germany. In some inconceivable way oats dealers seemed to feel injured because these oats had not gone out. In other words, they were somewhat indignant that the price of oats had gone to a high record level because the available supply was inadequate, and hence some thought that relief might be afforded by unloading the oats from these vessels and returning a similar quantity in September at a materially lower figure. In the opinion of many experienced and unbiased members of the trade this sounded very pretty, but it was entirely impracticable because it would be almost a physical impossibility to unload these vessels, and furthermore, the oats are urgently needed in Europe and will probably be cleared in a few days, it being assumed that the licenses would be speedily secured.

* * *

Among the recent visitors on the Produce Exchange was Lieutenant Jean Goldschmidt of the French Army, who was on his way to Washington on some Government mission, the nature of which he was, of course, unable to disclose. He received a cordial welcome from many members of the local grain trade with whom he had become acquainted shortly after the war started when he became a member of the Produce Exchange in order to superintend the purchases of grain, flour, etc., for the French Government. Shortly thereafter he was called back to take up more active service in the army, much to the regret of local traders as his genial personality had won for him general popularity and many warm friends.

* * *

The recent remarkable expansion in the business of the Wheat Export Company, which has charge of grain and flour purchases for Great Britain and the Allies, has made it necessary to secure much larger offices. From time to time they have been forced to take several offices in different parts of the Produce Exchange Building. Of course, this proved to be decidedly inconvenient and troublesome, hence, in order to facilitate business, it was decided to consolidate the various scattered offices and for that purpose the entire 5-story office building, 25 to 27 Beaver Street, was leased. This building has a frontage of about 150 feet and is within short distance of the Produce Exchange.

* * *

Much amusement was recently created in local grain circles by a telegram from the West in which it was stated that the corn market had been depressed by reports that corn from Venezuela had arrived in this country. Of course, this statement was described as ridiculous, inasmuch as the arrival in question amounted to less than 1,000 bushels, which, needless to say, was entirely too trifling to attract any attention or have any effect on the market. While it is only fair to say that such an unusual occurrence would have received serious consideration had it foreshadowed anything like heavy shipments of corn from that country, it is

well known to experienced traders that such a movement is out of the question inasmuch as the total surplus available for export in that country in any season has not exceeded 20,000 bushels. We are not acquainted with the person who originated this amusing "market report," but it serves to demonstrate once more that a little knowledge is a dangerous thing in the market reporting business, as well as in any other.

* * *

F. S. Lewis, a well-known member of the Chicago grain trade, and president of the recently organized house of Lewis, Proctor & Co. of New York, Chicago, and Buenos Aires, which includes several members of the New York Produce Exchange, was among the recent visitors on 'Change.

* * *

B. V. McKinney, who has been associated with the old firm of Nye, Jenks Grain Company for the past 12 years, has severed that connection and become identified with the recently organized firm of Bolle-Watson Company, Inc.

* * *

The death was announced on the New York Produce Exchange recently of Thomas S. Young, aged 87 years. Although his death caused much regret among the members, especially the older element, little surprise was manifested on account of his advanced years and the fact that he had been feeble for the past year or more and had seldom been seen on 'Change. For many years he had been one of the largest traders in grain privileges, perhaps second only to Stephen R. Post, who had a country-wide reputation, and was also noted because of his remarkably striking resemblance to Abraham Lincoln. When the ban was put upon trading in privileges Mr. Young retired to his country seat at Fanwood, N. J., of which town he was at one time mayor.

* * *

The call to arms is steadily causing depletion in the ranks of the grain trade. Wm. R. Holligan, Jr., who came from Chicago last year to assist in the New York offices of A. O. Slaughter & Co., has resigned his membership in the N. Y. Produce Exchange. Shortly after coming here he joined the 7th Regiment, and owing to duties at the armory it has been impossible for him to give much time to business. As the regiment is expected to leave shortly for the training camp at Spartanburg, S. C., he has been spending a few hours on the Exchange floor recently saying good-bye to his many friends and associates.

* * *

Harry Smith, who has recently been engaged in the grain trade in Winnipeg, has been spending some time in the local market. Some years ago Mr. Smith was a member of the local trade where his father, the late Wm. H. Smith, was prominent for many years, being head of the Long Dock Mill & Elevator Company of Jersey City. Early this month Mr. Smith appeared on the Exchange floor in uniform and took leave of his many friends prior to leaving with his regiment for one of the training camps.

* * *

Robert B. Gentles, for several years prominent in local grain circles as a member of the firm of Maclaren & Gentles, recently appeared on the Exchange floor and received a cordial welcome from his friends in the grain trade. Shortly after the beginning of the war Mr. Gentles left New York in order to join the British army in France, and is now on furlough while recovering from injuries received in the campaigns.

* * *

Harry Raphael, for many years an active and popular member of the Produce Exchange, has announced that he has become associated with the firm of Paine, Webber & Co.

* * *

The death of Adoniram Clark which was announced on the N. Y. Produce Exchange early this month marks the passing of the oldest member of the Exchange as well as the termination of one of the oldest partnerships in the country. Mr. Clark

was in his 91st year, having been born in Westfield, Mass., on Dec. 3, 1826.

In 1866 he became a member of the old N. Y. Corn Exchange, the predecessor of the Produce Exchange, and on April 10, 1867 he entered into partnership with Edward A. Allen and Alonzo Allen to conduct a wholesale business in grain, meal, and feed. At that time business was conducted from canal boats and grain was handled in measures, a method long since obsolete. In 1870 Alonzo Allen retired from the firm and in 1880 Edward A. Clark, son of Adoniram Clark, was admitted to partnership, and so continued until his death in January, 1884. Later Berton A. Allen, son of Edward A. Allen, and Durward B. Kennedy, who had been manager of the concern for many years, became partners. Because of good management and square dealing the business grew so rapidly that it was found necessary to look for new quarters in June, 1898. The business was moved to its own new modern elevators and warehouses at 32nd Street and East River, New York City, one of the largest and best equipped plants of its kind in New York.

Owing to Mr. Clark's great age he had been practically idle for a number of years, but his original partner, Edward A. Allen, continues active and is rarely absent from his post on the Produce Exchange floor.

* * *

Jos. M. Murphy of the Grain Products Sales Company, which deals in grain, feed, etc., has been admitted to membership in the New York Produce Exchange.

* * *

Joseph Quintel of Quintel & Lynch, large grain shippers of Montreal, spent a short time recently with grain dealers on the Produce Exchange. He stated that he had almost nothing to do in Montreal because civilian business has been almost suspended as a result of Government regulations.

* * *

Fred. B. Pridmore of the Harry G. Gere Company, Inc., local dealers in grain and feed, is an applicant for membership in the Produce Exchange.

ST. JOSEPH ALLAN T. WEST - CORRESPONDENT

THE alfalfa meal plant of the Grain Belt Mills Company, which is just across the river from St. Joseph, started operations last week and will relieve the congestion at the St. Joseph plant to a great extent. The Grain Belt Mills has only been in operation about a year and has found it necessary to increase its facilities several times in order to handle the business.

* * *

The new Larabee Mill will probably be in operation by October 1, if no more delay is experienced in receiving the machinery.

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This section of the country was visited by several heavy rains during the past 10 days which offset a great deal of the damage to the corn done by the hot winds.

* * *

R. R. Clark has purchased several elevators at stations adjacent to St. Joseph, including some of the elevators owned by the J. L. Frederick Grain Company.

* * *

The G. W. Carter Hay & Feed Company, with G. W. Carter of the Carter Grain Company as principal stockholder, was recently incorporated here and has leased a large warehouse for the transaction of a wholesale hay and feed business.

* * *

A joint meeting of the grain dealers of northwestern Missouri, northeastern Kansas, southeastern Nebraska and southwestern Iowa was held in St. Joseph on July 11. About 150 were present and the meeting was addressed by E. J. Smiley, secretary of the Kansas Grain Dealers Association, and

A. R. Ware of the Simonds-Shields-Lonsdale Grain Company of Kansas City. The guests were entertained in the evening by the St. Joseph Grain Exchange at the Highlands Golf Club.

* * *

H. L. Dannen, president of the St. Joseph Hay & Grain Company, attended the meeting of the National Hay Association in Chicago.

* * *

Geo. W. Helm of the Helm Grain Company, recently finished the construction of a modern elevator at Clarkesdale, Mo.

* * *

The foundations for the addition to the St. Joseph Public Elevator have been completed and work was started on the floor slab. It is expected to have the tanks ready for use by the middle of September.

* * *

John M. Flynn has resigned as secretary of the St. Joseph Grain Exchange. Mr. Flynn is the manager of the Mid-West Grain Company, and the enormous business being done by this firm took up all of his time, making it necessary for him to drop all other work. He is one of the charter members of the local Exchange and has been instrumental in building up the Exchange to its present standing. Allan T. West was appointed secretary in place of Mr. Flynn.

DULUTH S. J. SCHULTE - CORRESPONDENT

THE new Federal grain supervisor on the Duluth market grain inspection system, C. G. Franks, is now in harness. In view of the light receipts of grain during the last 10 days, opportunity was afforded Mr. Franks to organize his department so that he had it on a satisfactory working basis when the new system of grading went into effect on August 1. He has had a long experience in the grain trade. He came to Duluth from Nashville, Tenn.

* * *

R. M. White, of the White Grain Company, has returned from a motoring trip during which he took in the National Hay Convention at Chicago. He went down through Wisconsin and Illinois and returned to Duluth by a different route, so that he was enabled to form an accurate opinion regarding hay crop prospects through the territory he covered. The timothy looked very thin, he said, on account of the clover having been winter-killed and he estimated that the crop will not exceed 60 per cent of normal through Illinois, Wisconsin and Iowa.

* * *

Julius H. Barnes, who is H. C. Hoover's right hand man in the administration of the grain department in national food control, was a recent visitor in Duluth. With fair yields of winter and spring wheat in sight and bumper crops of corn and oats for the season, Mr. Barnes thinks that there is no reason for apprehension on the question of a sufficiency of foodstuffs to last through the year if proper distribution is made. He pointed out that the Canadian Northwest will have a large surplus of grain for export, and that Argentina and Australia promise to come along around the beginning of the new year with good crops.

"Experts invited by Mr. Hoover have been hard at work for some time in working out a broad program in connection with the handling of the feed and transportation problem," said Mr. Barnes. "They will be ready to announce it as soon as the Food Control Bill is passed. Mr. Hoover's whole organization," he went on, "including the managers of the grain machinery branch have volunteered to work without salary in the public interest. In carrying out the general service plan, my firm, the Barnes-Ames Company and the Watson S. Moore Grain Company have gone out of the grain trade for the duration of the war."

Mr. Barnes asserted that the Food Control Department of the Government is working upon the principle of disturbing the general machinery of the grain trade as little as possible. It is hoped that the leading grain firms of the country will be enabled to keep their organizations nearly intact in order that they may be enabled to resume business on former lines as soon as the war is over.

The Duluth grain expert contended that the ordinary marketing machinery of the trade had completely broken down under the emergencies created by the war, and that special Governmental legislation and assistance had therefore become necessary. That condition he regarded as having been demonstrated in the wide variations in quotations between the markets, as for instance on one day recently, wheat was quoted at Kansas City at \$2.80 while at Philadelphia the price was \$2.25. Ordinarily the spread between the markets should not amount to more than the freight charges.

* * *

Receipts of grain at Duluth and Superior elevators during the crop year ended on July 31 last, showed a heavy falling off due to the lighter crop harvested last fall. The aggregate of all grains was reported at 65,121,192 bushels, as compared with 145,184,930 bushels during the preceding year.

* * *

Charles F. Haley, manager of A. D. Thomson & Co., has returned from a seven weeks' vacation trip, during which he motored more than 5,000 miles. He drove from Duluth to Washington and Montreal and then down to Buffalo, N. Y., from whence he took the boat for home. He said that he was impressed by the almost universal dislocation in grain trading and marketing brought about through the uncertainty regarding the basis of operations under the Food Control Bill. Trade was also at a standstill in Montreal owing to a slowing down of shipments of Canadian grain through that outlet with the checking down of imports by the British Government.

* * *

R. F. Edmond, manager of the Grand Trunk Pacific railroad's system of elevators, with headquarters at Winnipeg, was a visitor on the Duluth Board of Trade recently. He motored the 500 miles down from Winnipeg and he returned by another route. He asserted that the wheat crop throughout Saskatchewan has been badly hit by the long spell of dry hot weather up there, but that conditions are promising over Manitoba and Alberta. On the whole the elevator interests over the Canadian West are looking forward to a busy time next fall as yields of coarse grains are expected to be heavy.

* * *

Elevator interests at this Head of the Lakes have been hurt through the placing of a prohibition against wheat exports to this country, by the Canadian Grain Commission. Just prior to that ruling, a substantial quantity of wheat had been picked up on the Winnipeg market by Duluth and Minneapolis millers, the trade having been made profitable through the wide spread between the markets. It may be noted that the maximum figure on Canadian old crop wheat at Fort William elevators had been placed at \$2.40 a bushel, while the cash figure on the Minneapolis and Duluth markets then stood at around \$2.85. Four cargoes of that wheat purchased before the embargo went into effect have been thus far delivered at Duluth elevators and it is reported that another lot is still to come.

THE entire cereal crop of Switzerland has been seized by the Swiss Government with the exception of the quantities required for personal consumption of the producers and for seed purposes.

AWAITING licenses from the United States Government and letters of assurance from the British ambassador, 18 neutral ships loaded with grain are anchored off the port of Baltimore, Md. The vessels, 15 of which are Dutch and three Norwegian, contain more than 96,000 tons of grain in their holds. The cargo of one neutral steamer, consisting of about 7,000 tons corn, was dumped overboard because it had spoiled.

VALUE OF CONCRETE IS DEMONSTRATED IN KENTUCKY PUBLIC ELEVATOR FIRE

BY A. W. WILLIAMS.

Adjustments of the fire loss on the plant of the Kentucky Public Elevator Company, of Louisville, Ky., have been completed, and the company is planning to rebuild the big plant, at Fourteenth and Kentucky Streets, at once.

F. C. Dickson, vice-president of the company, in an interview with the correspondent of the "American Grain Trade," said: "Our plans for rebuilding the plant have about been completed, although there are a few details yet to be settled. We plan to start operations within a very short time, and to rush the work through to an early completion.

"In rebuilding all construction will be of reinforced concrete and steel, instead of frame and iron as was the old elevator. All new machinery for the work house, conveyors, etc., will be needed, but we will operate our own power plant, which was hardly damaged. However, we will need some motors, belt conveyors and general elevator machinery such as is used in a plant of 700,000 bushel capacity. The drying machinery was also damaged only slightly, and will not have to be replaced."

In rebuilding the company will be forced to place concrete rings in all of the original concrete bins, which were injured so badly in the fire that they will have to be reinforced with concrete in order to withstand the strain. This will reduce the elevator capacity from about 900,000 bushels to the neighborhood of 700,000 bushels.

The appraisers selected to estimate the damage to the concrete bins in the big fire of February 25, have made awards. These men agreed on a former sound valuation of \$102,387.69, and a damage and loss of \$46,951.18, of which latter \$28,200 represents the damage to the concrete structure, and \$18,751, damage to the cupola, bridges and machinery. Insurance was written specifically at an annual rate of 17 cents, and was distributed as follows: Arlas, \$15,000; L. L. & G., \$40,000; National, Ct., \$25,000.

This adjustment covered the concrete storage bins and workhouses only, and did not include the main elevator plant, which was a total loss, and which was paid some time ago, amounting to several hundred thousand dollars.

Considerable interest was shown in the adjustment of the claims for damage to the grain bins, which were of reinforced concrete, poured all at one time, and resulting in a monolithic type of bin, with 16 principal bins, and seven lesser ones, these bins standing 87 feet high, and with a total capacity of 400,000 bushels. Fire in destroying the wooden elevator building, exposed eight of the concrete bins at a distance of only 50 feet.

The fire department in fighting the fire was careful not to throw any water onto these bins, which were heated to a hot heat where the fire played directly upon them, and the smell of roasting grain was prevalent in the neighborhood for several days, or until the bins had cooled off enough to be entered, when the insurance companies salvaged such grain as was not injured.

However, the outer surfaces of these bins in cooling off cracked and partially scaled, huge flakes of concrete dropping off, as a result of the heat. Eight of the bins were badly damaged in this way. The assured contended that the damage so reduced the strength of the bins that it would be necessary to construct inner concrete shells to reinforce them, and in so doing storage capacity would be greatly reduced.

J. M. Witherspoon, of Witherspoon-Englar Company, Chicago, elected by the assured, and T. L. Condon, of Chicago, representing the underwriters, reached the settlement of the loss, after thoroughly inspecting the damage.

Notwithstanding the damage done, the various engineers who examined these bins after the fire expressed the opinion that they had resisted the fire better than would have been the case if they had been constructed of any other material. Another point made by the engineers was that this fire dem-

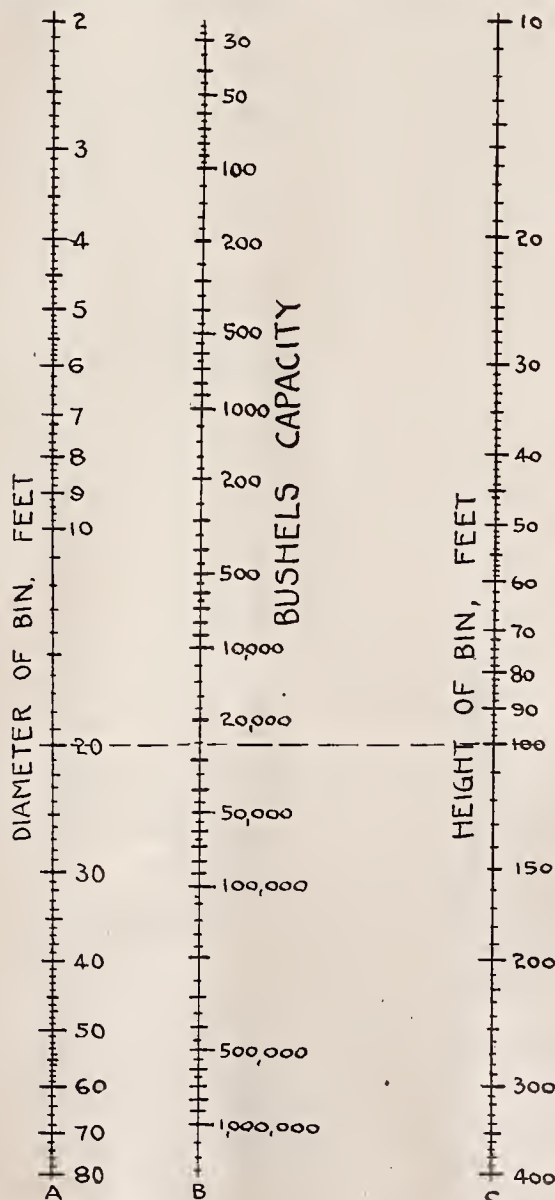
onstrates that a space of 50 feet is not sufficient clearing unless a fire wall is built to protect the face of the concrete bin. In this connection it may be stated that an officer of the assured company advanced the theory that the scaling, or "spalling" as the construction engineers call it, was due to the fact that river sand was used in mixing the concrete. The microscope showed that, although carefully washed, particles of silt and vegetable matter adhere to the grains of sand, which subjected to high temperatures, probably generate a gas that cracks off portions of the facing material. Added plausibility is given the theory by the fact that another section of the plant, also built of concrete and in a direct line with the fire, did not scale in the least. However, this section was built of concrete in which silica sand, absolutely free of foreign matter, was used.

Officers of the company as well as the insurance men are well satisfied that there is nothing like concrete for elevator construction, but believe that the very best material procurable must be used throughout. The company's confidence in concrete is shown by the fact that the elevator plant proper, formerly of wood and iron, is to be rebuilt of monolithic concrete throughout. Although some of the bins scaled it is thought that it would have been necessary to rebuild them entirely if they had been made of brick, tile or any other materials other than that which was used.

CAPACITY IN BUSHELS OF CYLINDRICAL BINS

BY N. G. NEAR.

This chart will be found handy for estimating the number of bushels of corn, rye, wheat, etc., that can be put into any ordinary-sized cylindrical



bin. All you have to do is to lay a straightedge across the chart connecting the diameter of the bin in feet with the height of the bin in feet, and in the middle column (column B) will be found the total number of bushels.

For example: How many bushels of corn may

be put into a cylindrical bin that is 20 feet in diameter by 100 feet high?

Connect the 20 (column A) with the 100 (column C) and the intersection with column B shows the capacity to be just a trifle over 25,000 bushels.

The chart is based on the fact that according to the Government Bureau of Standards there are 2,150.42 cubic inches in a bushel.

To find the number of cubic feet in a bushel divide 2,150.42 by 1,728 and you will find the answer to be about 1.243. It is, therefore, evident that the exact capacity of a cylindrical bin of this kind can be easily computed by multiplying the diameter of the bin by itself in feet and then by 0.7854; then by the height of the bin in feet; and then divide by 1.243.

This chart, however, performs that operation for you without doing any figuring whatever. Merely use a straightedge.

As will be noted, the chart will take care of any bin ranging in diameter from 2 to 80 feet, and any height from 10 to 400 feet. Thus a bin 70 feet in diameter by 300 feet high will hold very close to 1,000,000 bushels.

KANSAS CITY ELEVATORS UNDER SCRUTINY

A committee of 40 expert inspectors, appointed by the Conservation Association of Missouri, with credentials from the Missouri State Council of Defense, inspected all Kansas City elevators, wholesale grocery houses, bakeries, and mills, recently. The inspectors were looking for fire and accident hazards, and for loopholes through which damage might be wrought by an enemy. They are said to have found few of the Kansas City elevators thoroughly protected, and made many suggestions. Only one elevator, it is reported, had the complete protection recommended by the Council of National Defense; this was an elevator having a Government contract, and it had stockade, illumination, outside and inside guards, watchmen's clocks, and MDT alarm service. The bakeries had low stocks, and mills were also low in stocks, selling their output as it was produced and not buying wheat ahead.

The elevator men are said to be marking time, both as to buying wheat and as to improving and protecting their properties, until they know whether the Government will take charge, and whether a maximum price on wheat is to be set.

GALVESTON AS GRAIN EXPORT PORT

BY W. D. HORNADAY.

H. A. Wickstrom, chief grain inspector of the Galveston Cotton Exchange and Board of Trade, and J. W. Jockusch, a leading grain dealer of that city, recently returned from an extended tour of the states lying to the north and west of Texas, their purpose being to promote the shipping of export grain through the port of Galveston. They visited many wheat and corn shipping points, going as far northwest as Seattle and including stops at Kansas City, Chicago, Minneapolis and many other places. In presenting Galveston's claims as a grain export point, they made the point that it was the logical outlet to the ports of Europe and that facilities there for handling of exports were first class.

Messrs. Wickstrom and Jockusch have made a lengthy report to the Board of Trade on the results of the trip, but it is not yet ready to be made public. The report covered all of the technicalities of the matter and made a number of recommendations to the Board as to how they should proceed to get this business turned through the port of Galveston. Mr. Jockusch announced that the New Orleans Board of Trade also sent representatives on the same errand.

ACCORDING to the *Vienna Neue Freie Presse*, Roumania, after supplying the needs of her home population and of the Austrian and German armies, will be able to send about 100,000 carloads of cereals to Germany and Austria-Hungary.



ELEVATOR AND GRAIN NEWS

IOWA

A new farmers' elevator is to be built at Scranton, Iowa.

The grain elevator located at Gifford, Iowa, is being improved.

The old Western Elevator at Linn Grove, Iowa, is being torn down.

Ed. Cashman has disposed of his grain elevator located at Hayfield, Iowa.

A new grain elevator has been completed at Henderson, Iowa, by W. H. Harbor.

The grain elevator at Shellsburg, Iowa, is to be equipped with two electric motors.

The Farmers' Grain Company will build a 10,000-bushel elevator at Cambridge, Iowa.

The Larson Bros. of McCallsburg, Iowa, have sold out to the Farmers' Grain Company.

The Metcalf Elevator at Sutherland, Iowa, has been purchased by the Quaker Oats Company.

Construction work has been started on the grain elevator of Wymore & Williams at What Cheer, Iowa.

The Stockdale & Maack Elevator located at Montgomery, Iowa, has been taken over by M. Albert.

The grain business of A. W. Wade & Son at Perry, Iowa, has been purchased by I. B. and G. H. Taylor.

The elevator of the Davenport Elevator Company at Oakville, Iowa, has been purchased by F. E. Jamison.

Construction work has been started on the new elevator of the D. Milligan Company at Rockwell City, Iowa.

The Farmers Co-operative Elevator Company of Chapin, Iowa, has purchased the elevator on the M. & St. L.

The Thorp Elevator at Perkins, Iowa, is now the property of the Farmers' Elevator Company of Hull, Iowa.

A new elevator is being built at Stanhope, Iowa, for the Quaker Oats Company. The building will be 24x30 feet.

Wm. Grettenburg & Co., of Pierson, has taken possession of the Trans-Mississippi Elevator at Pierson, Iowa.

The Hubbard Grain Company of Mason City, Iowa, has purchased both of the Cashman Elevators at Britt, Iowa.

A. L. King has disposed of his elevator, all equipment, etc., located at Montezuma, Iowa, to Lynch & Thomas of Green Mountain, Iowa.

Negotiations were recently concluded transferring the elevator of Chas. Smittle at Grand Junction, Iowa, to the D. Milligan Company.

E. L. Hayne has sold one of the two elevators at Ottosen, Iowa, which he purchased some time ago from the Farmers' Elevator Company, to J. B. Mertz.

B. A. Wilkinson is president and H. Ely, secretary of the Superior Farmers' Elevator Company of Superior, Iowa. The company is capitalized at \$10,000.

The scales, cribs and other property of the Davenport Elevator Company located at Huron (r. f. d. Mediapolis), Iowa, have been purchased by F. E. Jamison.

The stockholders of the Farmers' Elevator Company of Ritter (r. f. d. Sheldon), Iowa, voted to increase the capital stock of the company from \$20,000 to \$40,000.

The Agricultural Committee of the Chamber of Commerce of Des Moines, Iowa, is taking into consideration the erection of a 600,000-bushel grain elevator at that place.

The Klein Bros. Grain Company, including J. W. Klein, Will Klein, Henry W. Klein and Alex Klein, has purchased the elevator of the J. L. Button Elevator Company at Hospers, Iowa.

Henry Holaday, Lew Groves and Nelson & McCaustland have formed a partnership and purchased a site of ground at Massena, Iowa, on which they will build a large elevator.

The elevator of the J. L. Button Elevator Company located at Boyden, Iowa, has been sold to the T. M. McCord Company of Minneapolis. Hereafter

the plant will be run under the name of the Merchants' Elevator.

The plant of the Button Elevator Company at Larrabee, Iowa, has been purchased by the Farmers' Elevator Company of that place. The farmers' company recently increased its capital stock from \$25,000 to \$40,000.

The Bast-Fogarty Milling Company has let the contract for the construction of a 300,000-bushel addition to its elevator at Des Moines, Iowa. The addition will give the company a total storage capacity of 420,000 bushels.

Extensive improvements are being made on the Murray Elevator located at Bancroft, Iowa. The old dump is being torn out and replaced with a new one and coal sheds are being built. Probably a new office building will be erected later on.

Capitalized with stock of \$25,000, the Farmers' Elevator Company has been organized to operate an elevator at Modale, Iowa. The company has purchased the Updike property there, including the 25,000-bushel elevator, corn cribs and coal sheds.

Extensive repairs, including the installation of new machinery, are being made on the Johnson & Lundahl Elevator at Madrid, Iowa. The new sheller and cleaner will have a capacity of 1,400 bushels per hour. Two new wagon dumps and two elevator legs are also to be installed.

The E. Rothschild Company of Atlantic, Iowa, has changed its name to the Rothschild Grain Company. Emil Rothschild is president; Albert Rothschild, vice-president; Dorothy Paulson, secretary-treasurer. The company has taken over the former company's property and W. L. Black's elevator located at Atalissa.

SOUTHERN AND SOUTHWESTERN

A corn elevator is to be built at New Albany, Miss.

Claude Mullins contemplates the erection of a grain elevator at Leedey, Okla.

Efforts are being made to organize a grain elevator company at Monticello, Fla.

Arthur & McCune have purchased the elevator and mill of G. Q. Foster at Mounds, Okla.

The Thomas Milling Company has purchased the elevator of R. W. Drennan at Thomas, Okla.

A 6,000-bushel grain storage tank is to be built at Plano, Texas, for the Plano Mill & Ice Company.

W. H. Burch & Son have let the contract for the erection of a grain elevator at Thomasville, Ga.

The old elevator of the Peerless Milling Company located at Parkersburg, W. Va., is to be torn down.

Johnson & Long's elevator at Ames, Okla., has been purchased by the Enid Milling Company of Enid, Okla.

A grain elevator is to be built by the Brandon Milling & Elevator Company of Marianna, Fla., at Tallahassee.

The Chamber of Commerce of Dallas, Texas, is interested in the establishment of a 1,000,000-bushel elevator there.

The capital stock of the Terminal Grain Company at Fort Worth, Texas, has been increased from \$30,000 to \$60,000.

The Hand Trading Company of Pelham, Ga., it is reported, is interested in the construction of a grain elevator there.

The El Reno Mill & Elevator Company's elevator located at Kingfisher, Okla., has been taken over by M. L. Webb.

The business of the Wetumka Mill & Elevator Company located at Wetumka, Okla., has been transferred to Martin Moore.

C. H. Jared, Milton and John Duffy have formed the Kiel-Dover Farmers Elevator Company of Dover, Okla. Capital stock is \$10,000.

The elevator of the Chelsea Hay & Grain Company at Chelsea, Okla., has been leased by the Hogan Hayden Company of Pryor, Okla.

The Perry Mills Company of Perry, Okla., has let the contract to the Burrell Engineering & Construction Company for a 70,000-bushel elevator.

Reports state that a movement is under con-

sideration to organize stock company at Columbus, Miss., for the purpose of conducting a grain elevator there.

J. H. Pruitt, G. R. Caldwell and G. W. Binyon are the incorporators of the G. W. Binyon Grain Company of Blanchard, Okla. The organization is capitalized with stock of \$6,000.

Capitalized with stock amounting to \$10,000, the North Texas Grain Company was organized at Higgins, Lipscomb County, Texas. V. M. Collins, T. H. Black and L. L. Peters are interested.

Incorporation papers have been filed for the Henry County Elevator Company of Eminence, Ky., capitalized with stock of \$20,000. Robert R. Giltner, Frank C. Giltner and W. H. Giltner are the organizers.

W. J. Matthews has let the contract for the erection of a large grain elevator at Moultrie, Ga. The elevator will have a handling capacity of 10,000 bushels grain daily with a storage capacity of 30,000 bushels.

Incorporation papers have been filed for the Arkansas Grain Company of Stuttgart, Ark. Capital stock of the organization amounts to \$50,000. The organizers of the company are: James Thomas, C. E. Hayes, W. E. Bass, J. W. Searan, Floyd Searan and Guy Cameron.

The Hayes Grain Company was incorporated at Fort Smith, Ark., capitalized with stock of \$40,000. C. E. Hayes is president; James Thomas, vice-president, and Collier Wenderoth, secretary-treasurer. The company has just completed a \$20,000 ware house and elevator there.

The charter of the Hayes Grain & Commission Company of Little Rock, Ark., has been amended increasing the capital stock from \$50,000 to \$100,000. The company recently decided to take over the grain stores at Little Rock and Argenta. James Thomas is president of this concern.

The George Niemeyer Grain Company has taken out incorporation papers at Little Rock, Ark. It will take over the grain business of George Niemeyer. Geo. Niemeyer, E. R. Johnson, G. F. Williams, H. L. Rammel, C. S. McCain, W. C. Ribeneck, J. C. Mullins and Samuel Frauenthal are interested in the new company, which is capitalized at \$50,000.

THE DAKOTAS

Repairs have been made on the Atlas Elevator at Aberdeen, S. D.

I. Iverson has purchased the Cargill Elevator located at Galesburg, N. D.

A new farmers' elevator is to be built at Wing, N. D., at a cost of about \$45,000.

An addition is to be built for the Osborn-McMillan Elevator Company at Sawyer, N. D.

A large grain elevator is to be built by Wm. Tobey on his farm near Bancroft, S. D.

Frank J. Stanton has purchased an interest in the grain elevator at Grenora (Howard p. o.), N. D.

Farmers in the neighborhood of Dallas, S. D., have decided to build a new grain elevator in that city.

The Hoky Elevator, located at Deslacs, N. D., has been sold to the Farmers' Co-operative Elevator Company.

The elevator of B. H. Freeman at Lake Andes, S. D., is being moved to another location in the same town.

A new cleaner and 15-horsepower gasoline engine has been installed in the Farmers' Elevator at Cathay, N. D.

Fred Rector has taken over the Rawson Elevator at Lisbon, N. D., and is remodeling it into a modern plant.

The Woodworth Elevator situated at Edinburg, N. D., has been purchased by the Farmers' Elevator Company.

The Imperial Elevator located at Park River, N. D., is now the property of the Community Flour & Grain Company.

The Dewald & Walters Elevator, situated at Redfield, S. D., has been purchased by the Farmers' Elevator Company.

At Michigan, N. D., the Michigan Farmers' Co-operative Elevator Company was organized, cap-

italized with stock of \$25,000. W. S. Fowler, B. B. Benson and N. H. Elyick are interested.

A site has been secured by the Beulah Farmers' Elevator Company of Beulah, N. D., on which it will build a grain elevator.

The Java Equity Exchange of Java, S. D., has made plans to rebuild the elevator which was destroyed by fire not long ago.

W. T. Cameron has purchased the Cornwell Elevator located at Aneta, N. D. He was formerly employed in the Farmers' Elevator there.

A new farmers' equity elevator company is being formed at Webster, S. D., for the purpose of purchasing and conducting a grain elevator there.

Reports state that the Herreid Equity Exchange of Herreid, S. D., has purchased the elevator and coal sheds of the Herreid Mercantile Company.

An annex is to be built to the plant of the Golden Valley Elevator Company at Golva (mail Burkey), N. D., with a capacity of from 6,000 to 8,000 bushels.

The elevator located at McVillie, N. D., which has been operated by the McVillie Grain & Milling Company, has been purchased by Ed. Westberg.

Carl Bendert, J. M. Dilley, and Clayton T. Jones have incorporated the Waubay Equity Elevator Company of Waubay, S. D., capitalized with stock of \$20,000.

The Hettinger Milling Company of Hettinger, N. D., has started to build a new grain elevator on the site of the old Maddock & Kain Elevator at that place.

The Hunting Elevator at Kimball, S. D., has been purchased by the Brule County Farmers' Elevator Company. The capacity of the plant is to be enlarged.

Bert Howell and his partner who have been operating an elevator at Conde, S. D., under the name of Hildebrand & Co., have sold out to the Farmers' Elevator Company.

The Farmers' Elevator Company has taken possession of the Monarch Elevator at Garretson, S. D., which it purchased recently. D. Winkel is in charge of the plant.

The Farmers' Elevator Company of Sherman, S. D., instead of building a new grain elevator, has purchased the Monarch Elevator, which has a capacity of 50,000 bushels.

The Glenburn Farmers' Elevator Company of Glenburn, N. D., has decided to sell its elevator to the Glenburn Co-operative Elevator Company which was organized recently.

The Farmers' Equity Co-operative Elevator & Trading Company has purchased from G. B. Martin his elevator located at Benedict, N. D. A. Henke is president of the farmers' company.

W. H. Comrie, A. A. Comrie, C. A. Cross are the incorporators of the Dawson Farmers' Elevator Company of Dawson, N. D. The company is capitalized with stock amounting to \$10,000.

Incorporation papers have been filed for the Timmer Farmers' Grain Company of Timmer, N. D. Capital stock of the company is \$25,000. Geo. H. Bingenheimer, Otto Bauer and A. K. Krueger are interested.

The Farmers' Co-operative Grain & Live Stock Company has been formed at Herrick, S. D., capitalized with stock of \$25,000. The incorporators of the company are: C. Ohlson, M. E. Glaser and A. J. Andrews.

The Equity Elevator Company, which was recently formed at Armourdale Station (Elsberry p. o.), N. D., has started to erect a 16,000-bushel elevator. A feed house and five-bin coal sheds are also to be built.

After paying a 25 per cent dividend to the stockholders, the directors of the Farmers' Elevator Company of Westhope, N. D., instructed the manager to purchase a \$2,000 Liberty Bond for the balance of the profits.

The Farmers' Elevator at Bantry, N. D., is to be conducted hereafter under the name of the Bantry Co-operative Elevator. T. E. Fox is president; B. J. Monaghan, vice-president, and J. Edgar Wagar, secretary-treasurer.

General improvements have been made on the elevator of the Andrews Grain Company at Sanborn, N. D. A new office building was added, and a new steel pit of 300 bushels' capacity was installed under the scales dump.

A 30,000-bushel elevator is to be built at Spring Brook, N. D., by the farmers of that neighborhood. They have filed articles of incorporation with Fred Westphal, president; Carl Erickson, vice-president; E. J. Retzlaff, secretary-treasurer.

Fred Heller, Frank Nitz, M. Hengel, Geo. Hanchett and J. M. Schmidt are the directors of the Anamoose Farmers' Co-operative Company of Anamoose, N. D. The company will conduct a grain elevator there and is capitalized at \$9,600.

The Slope Grain Company has been incorporated to engage in business at Bismarck, N. D. The company, which was formed by J. N. Haugen, E.

Slovarp, T. Stefslien, F. H. Dettloff and C. B. Nupen, is capitalized with stock amounting to \$100,000.

Farmers around Columbia, S. D., have organized a co-operative company and will build and operate a grain elevator to be known as the Sand Lake Equity Elevator. William Davenport is president; Robert Dennart, vice-president; John Millen, treasurer and Ernest Tollefson, secretary, of the organization.

INDIANA

The Farmers' Grain Company of Ft. Wayne, Ind., has been dissolved.

The elevator of Albert Oxemann at Purcell (mail to Vincennes), Ind., is to be remodeled.

The Burrows and Tacoma (no p. o.), Ind., elevators owned by T. J. Ryan have been purchased by J. T. Higgins.

An addition has been built and other improvements have been made to the Vandalia Elevator located at Colfax, Ind.

John H. Smith sold his elevator situated at Buckeye, Ind., to Furr & Cohee. The firm is composed of B. W. Furr of Bunker Hill and A. B. Cohee of Frankfort.

The interest of Albert E. Betts, Chas. Betts and Robt. Bracken in the Washburn Grain Company's elevator at Remington, Ind., has been purchased by Luther E. Greenwood.

Elevator "A" at Indianapolis, Ind., has been leased for a period of five years to Bingham-Hewett-Scholl Company, which owns and operates the Indiana Elevator Company.

J. W. McMillen, C. S. Fergus, D. W. McMillen, H. D. Egley and E. F. Stephen are the directors of the McMillen Company which was recently incorporated at Ft. Wayne, Ind., to operate grain elevators.

A new grain elevator is to be opened up at Williamsport, Ind., by F. W. Miller, in the old mill building. New machinery is to be installed, making the plant up-to-date in every respect.

Zabel & Son of New Albany, Ind., have filed incorporation papers to maintain and operate grain elevators. Henry Zabel, Ernest Zabel and Arthur Zabel are interested.

The old elevator at Lyford, near Clinton, Ind., has been purchased from Ray Jenckes of Terre Haute by William Johnson and Thomas Beggs. The new owners will install modern machinery and make the plant up-to-date in every respect. The main part of the building was operated when the old Erie Canal was used and "Clinton Lock" was an important station on the route. The structure was taken over later on by the Hudnuts and converted into a hominy mill.

ILLINOIS

Earl Crow has disposed of his grain business located at Beason, Ill.

The Dole Elevator is being moved to a new location in Princeton, Ill.

The Bishop Grain Company has erected a new grain elevator at Fairbury, Ill.

A 15,000-bushel addition is to be built to Harry Johnson's elevator at Danvers, Ill.

The Tegge Grain Company's interests at St. Anne, Ill., have been purchased by N. Malo.

New scales have been installed in the plant of the Farmers' Elevator Company at West Brooklyn, Ill.

The elevator of Joseph Gilles at St. Joseph, Ill., has been purchased by Thomas Ogden of Champaign.

Extensive repairs are being made on the grain elevator located at Mackinaw, Ill., on the Big Four Railroad.

David Lawson has sold his elevator located at Redmond, Ill., to the Brocton Elevator Company of Brocton, Ill.

The capital stock of the Sharpe Elevator Company of Thomasboro, Ill., has been increased from \$7,500 to \$10,000.

J. P. Code has taken over the grain business conducted at the two elevators of Code, Klock & Co., at Wyoming, Ill.

The J. B. Snedeker Elevator at Astoria, Ill., has been taken over by a company which will operate as the Astoria Grain Company.

A co-operative farmers' elevator company is to be organized at Fiatt, Ill. The company will be capitalized with stock of \$15,000.

The elevator at Warrington, Ill., formerly the property of Ashmore & Campbell, has been purchased by the Brocton (Ill.) Elevator Company.

The American Grain Company of Decatur, Ill., has purchased the South Elevator situated at Tonica, Ill. Geo. B. Conover is president of the firm.

An addition is being built to the plant of the Samuel Hastings Company at Cairo, Ill. The new addition will be 60x100 feet when completed. The

corn shelling plant of the company is also being enlarged by an addition with capacity of 5,000 bushels per day.

An extensive addition is to be built to the elevator of W. A. Walters located at Le Roy, Ill. A corn crib with a capacity of 14,000 bushels is being added.

The Thomasboro Farmers' Grain, Lumber & Coal Company of Thomasboro, Ill., has increased the capital stock of the organization from \$10,100 to \$40,400.

Thos. A. Grant is no longer connected with Whalen Bro. & Grant, operators of an elevator at Mattoon, Ill. He will conduct a grain business elsewhere.

The grain elevator of H. P. Worden at Fairmount, Ill., has been sold by him to J. V. Lawson, Z. A. Terry, A. W. Cast, A. H. Gunder, S. T. Catlett and D. Craig.

A new addition is to be built to the Farmers' Elevator at Maizetown, mail to Sidell, Ill. The building is to be 16x60 feet with a capacity of 40,000 bushels.

Victor Dewein has purchased full interests in the Heman Elevator Company of Heman Sta., Ill., and will operate this elevator in connection with his plant at Warrensburg, under his own name.

The charter of the La Rose Elevator Company at La Rose, Ill., has been surrendered by that company. Hereafter the business will be conducted under the name of Davis Bros. & Stevenson.

A new 35,000-bushel grain elevator is to be built at Strawn, Ill., by Harry Tjardes. The old elevator there, and one at Risk, is to be torn down and the lumber used in the new establishment.

Reports state that the American Milling Company has been forced to abandon the location at South Bartonville, Ill., on which it had started to build a new grain elevator, because of land-slides.

The Brocton Elevator Company of Brocton, Ill., has purchased the elevators at Borton and Oakland, Ill., from Henn & Beggs. They will operate the plants under the name of the Brocton Elevator Company.

The elevators operated by the Farmers' Grain, Fuel & Supply Company and Rexroat & Williams, located at Macomb, Ill., are to be razed to make room for the new switch of the C., B. & Q. Railroad. To take the place of them, new buildings are to be built. Rexroat & Williams are planning to build a 15,000-bushel plant and the farmers' company will erect an elevator of 20,000 bushels' capacity.

MISSOURI, KANSAS AND NEBRASKA

The Denison (Kan.) Elevator is being remodeled and rebuilt.

The elevator of M. Tripp at Sterling, Neb., is to be rebuilt.

E. Rogers has purchased the Morrison Elevator at Lucas, Kan.

J. B. McClure has purchased an elevator located at Burdick, Kan.

Calvert & Kelly are erecting a 20,000-bushel elevator at Muscotah, Kan.

Repairs are being made on the Farmers' Elevator located at Mullinville, Kan.

The grain elevator at Mulvane, Kan., has been purchased by A. A. Hatfield.

Frank W. Daugherty, formerly of White Cloud, Kan., is now at Hubbell, Neb.

Electric power is being installed in the elevator of H. J. Arnold at Sterling, Kan.

The William F. Bolan Grain Company has leased the Fritz Elevator at Rossville, Kan.

Incorporation papers have been filed for the Farmers' Grain Company of Buda, Neb.

The Wells-Abbott-Nieman Milling Company is building a new elevator at Rogers, Neb.

The Farmers' Elevator Company of Sarcoxie, Mo., has purchased the Boyd & Prigmore Elevator.

A 100,000-bushel elevator is to be built at Hutchinson, Kan., for the L. H. Pettit Grain Company.

The Kelso Grain Company has transferred its main office from Cherokee, Kan., to Pittsburg.

An addition is to be built to the Burlingame Elevator Company's plant at Burlingame, Kan.

An elevator is to be built at Albany, Mo., by the Missouri & Iowa Grain Company of Mt. Ary, Iowa.

The County Farmers' Union Elevator Organization has purchased the elevator at Greenleaf, Kan.

The F. C. Wegener Elevator located at Rock Creek, Kan., has been taken over by H. D. Harding.

The Farmers' Co-operative Union of Barnston, Neb., has opened up its new 20,000 bushel elevator there.

The Jerry Delaney Elevator at Bruning, Neb., has been purchased by Keiler & Summers of Geneva.

J. J. Mannion's grain, feed, hay and coal business

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at Augusta, Kan., has been purchased by J. C. Mannion.

The Morton Grain Company's elevator at Elkhart, Kan., has been taken over by the Elkhart Equity Society.

John A. Cavers has sold his Cavers Elevator Company interests at Omaha, Neb., to the Dawson Grain Company.

The W. D. Gwin Elevator at North Lawrence, Kan., has been purchased by the Derby Grain Company of Topeka.

The property of the Farmers' Elevator Company at Langdon, Kan., has been sold to the Langdon Co-operative Company.

The Southwestern Lafayette County Farm Club has been incorporated at Odessa, Mo., to deal in grain, feedstuffs, coal, etc.

The Farmers' Grain & Feed Company was organized at Meta, Mo., capitalized with stock of \$10,000 to handle grain and feed.

The Dunwoody Milling Company's elevator at Columbus, Kan., has been bought by the Stauffer-Cammack Grain Company.

A new elevator is under course of erection at Millerton, Neb. The office and engine room of the new plant will be 16x28 feet.

The Seward Grain Company's new elevator at Richmond, Mo., is practically completed. A large warehouse is also being erected.

The elevator property, located at Stella, Neb., the property of Dick Curtis, has been purchased by the Farmers' Elevator Company.

A company is being organized at Greenfield, Mo., by the farmers in that vicinity, for the purpose of building and operating a grain elevator.

The Farmers' Elevator Company of Oshkosh, Neb., was incorporated, capitalized with stock of \$15,000. Fred A. Pickering is interested.

A new grain elevator is under course of erection at Andale, Kan., taking the place of the one which was destroyed recently during a tornado.

Bids for the construction of a new elevator at Clinton, Mo., have been asked by the Farmers' Elevator & Supply Company of that place.

The new elevator at Kiowa, Kan., and the Jones Elevator at Hazelton, Kan., have been purchased by the Murphy Grain & Elevator Company.

The Atlas Elevator, situated at Laurel, Neb., has been purchased by Newman & Morten. The new owners will handle coal in addition to grain.

J. D. Chalfant, W. L. Chalfant and F. W. Haskell have incorporated the Chalfant Grain Company of Augusta, Kan. The corporation has a capital stock of \$15,000.

C. P. Pederson and W. C. Elemelund are interested in the Valparaiso Elevator Company of Valparaiso, Neb. The corporation is capitalized with stock of \$10,000.

B. Koekler, C. E. Summers and Gorton Roth filed articles of incorporation for the B. Koekler Grain Company of Geneva, Neb. The capital stock of the company is \$100,000.

R. W. Baldwin and others have incorporated the Farmers' Co-operative Elevator Company of Conway, Kan. Capital stock of the organization amounts to \$10,000.

Incorporation papers have been filed by Chester P. Pederson for the Wood River Elevator Company of Wood River, Neb. The company is capitalized with stock of \$10,000.

A new concrete elevator is being built for the Ravenna Mills at Ravenna, Neb. It is expected to have the elevator completed and ready for operation by September 1.

Chester P. Pederson is interested in the Elm Creek Grain & Hay Company of Elm Creek, Neb., which was incorporated recently capitalized with stock amounting to \$8,000.

Extensive remodeling is being done on the Trans-Mississippi Elevator Company's plant at St. Edward, Neb., which was recently purchased by the St. Edward Farmers' Union Association.

The elevator interests of W. H. Ferguson have been purchased by T. B. Hord Grain Company of Central City, Neb. The elevators are located at Phillips, Hampton and Marquette, Neb.

The elevator of the Russell Grain Company at Kansas City, Mo., has been leased by the Schreiber Hay & Grain Company. The former company has discontinued its hay business in that city.

The Callaway Elevator Company was incorporated recently at Callaway, Neb. C. P. Pederson, E. H. Young and F. L. Haycock are interested in the company, which is capitalized with stock of \$10,000.

The Aunt Jemima Mills Company of St. Joseph, Mo., has purchased the elevators at Ferrilview, (r. f. d. Smithville) Faucett and Camden Point, Mo., all of which were owned by the J. L. Frederick Grain Company.

The Latta Grain Company has been incorporated

to engage in business in Tekamah, Neb. The authorized capital stock of the company is \$50,000. B. Latta is president and Ed. Latta, vice-president, secretary and treasurer.

Hugh Gallup is building a new tramway from his elevator in Decatur, Neb., to the Missouri River. He was obliged to move his elevator back from the river because the water threatened to undermine the foundation of the plant.

The Leonard Grain & Elevator Company will soon build a 400-barrel mill and 30,000-bushel elevator at Saxman, Kan. The contract for the machinery is in the hands of S. H. Stolz of the Kansas City office of The Wolf Company.

The Farmers' Elevator Company of Bennet, Neb., has let the contract for the erection of a grain elevator with a capacity of 18,000 bushels. The plant will be erected on the site of the old building and will be modern in every detail.

The Flanley Grain Company of Sioux City, Omaha, Sioux Falls and Milwaukee, will operate the 200,000-bushel Omaha terminal elevator recently purchased by it from the Van Wickle Grain & Lumber Company of Council Bluffs.

Articles of incorporation have been filed for the Farmers' Union Exchange of Scottsbluff, Neb., of which W. Hiersche is president; H. O. McKinnon, treasurer and Jno. A. Thompson, secretary. The company has a capital stock of \$50,000.

EASTERN

The Whitney Elevator at Rochester, N. Y., which burned, is to be rebuilt in the near future.

The Girard Point Storage Company has conveyed its grain elevators and 92 acres of ground to the Pennsylvania Railroad. Piers 1 and 2 are included in the conveyance.

Incorporation papers have been filed for the Sylvester Grain & Coal Company of West Bridge-water, Mass., capitalized with stock amounting to \$20,000. Geo. A. Sylvester is interested.

Incorporation papers have been filed for the Connecticut Mill & Elevator Company at New London, Conn., capitalized with stock of \$50,000. E. J. Eaton, Sadie F. Eaton and John H. Equi are interested.

To deal in grain, flour, etc., the Clute-Morris Company was incorporated at Albany, N. Y. The capital stock of the company is \$30,000. W. L. Clute, J. M. Morris and C. S. Gladding are interested.

The Skinner Milling Company was incorporated to engage in a general grain business at Pawtucket, R. I. The company is capitalized with stock amounting to \$25,000. Ray B. Skinner, Geo. N. Cargill and James E. Brennan are interested.

The Marine Elevator Company, of which C. Lee Abel is president, is to build a new grain elevator of 1,000,000 bushels' capacity at Buffalo, N. Y., on a site of ground recently purchased by it. The company will also build either a flour mill or a warehouse.

OHIO AND MICHIGAN

The elevator at Mountforest, Mich., has been purchased by the Cass City Grain Company.

The Pierson Elevator Company has taken over the R. W. Moulton Elevator at Howard City, Mich.

The Hoytville Grain Company of Hoytville, Ohio, has just installed a new Western Sheller in its elevator.

The Colton Bros. Company, grain dealers, of Bellefontaine, Ohio, has increased its capital stock from \$50,000 to \$100,000.

The Farmers' Co-operative Elevator Company of Corunna, Mich., will enlarge its elevator and equip it with several new machines.

The Twining Elevator Company of Twining, Mich., is interested in the erection of three grain elevators at Lachine, Posen and Hillman, Mich.

A large elevator has been built by the Palmer & Miller Grain Company of Celina, Ohio, replacing its old elevator which burned several months ago.

The elevator of the Vickery Grain Company, located at Erlin (r. f. d. Fremont), Ohio, has been taken over by the Farmers' Elevator & Supply Company which was recently incorporated.

F. P. Conaway, S. A. Harlow, Frank Daniel, John F. Wheland and R. G. Snyder have incorporated the Mortimer Grain & Supply Company of Mortimer (r. f. d. Findlay), Ohio. The company is capitalized with stock of \$15,000.

J. W. Shaffer, D. W. Frick, L. J. Huffman, M. R. Hesse and J. S. Wineland are interested in the Vanburen Elevator Company which was recently incorporated at Vanburen, Ohio. The company has a capital stock of \$20,000.

Work has commenced on a new bean elevator at Toledo, Ohio, located on Elm Street between the Terminal and Ann Arbor Railroads. It is being erected by Chatterton & Son, grain, hay and bran dealers of Mt. Pleasant, Mich., who operate a num-

mer of elevators in that state. The elevator will have a capacity of 100,000 bushels of beans, with all necessary handling and cleaning machinery, and 50,000 bushels of potatoes. It will be managed by K. A. Gohring, former superintendent of the Ann Arbor and Clover Leaf Railroads.

MINNESOTA AND WISCONSIN

A new grain elevator and warehouse is to be built at Hatley, Wis.

Repairs are being made on the Farmers' Elevator located at Ihlen, Minn.

The elevator at Evan, Minn., which was damaged by fire, is to be rebuilt by A. Mowry.

The Andrews Elevator at Underwood, Minn., has been purchased by H. Hendrickson.

The Cold Spring (Minn.) Elevator has been leased by the Foley Milling Company of Foley.

Several improvements are to be made on the elevator of L. V. Tanner at Little Falls, Minn.

The Eyota Grain Company was organized at Eyota, Minn., to handle grain, seed, flour, feed, etc.

Numerous improvements are being made on the Costello grain elevator located at Prior Lake, Minn.

An elevator addition, 42x48 feet, is to be erected to the plant of Smith, Parry & Co., of Milwaukee, Wis.

A track scale has been installed in the elevator of the G. E. Gee Grain Company of Minneapolis, Minn.

The building of the Kragnes Farmers' Elevator & Mercantile Company at Kragnes, Minn., is being repaired.

Knauff & Tesch have built a large addition to the elevator at Maplewood, Wis., recently purchased by it.

Plans have been made to rebuild Elevator "X" of the Geo. C. Bagley Elevator Company at Minneapolis, Minn.

The Winter-Truesdale Elevator at LeSueur Center, Minn., has been purchased by a Mr. Smith of Zumbrota, Minn.

The local grain elevator and oil agency of C. Green & Son at Morgan, Minn., has been sold to Creaser & Jacobs.

A. B. Mandt has purchased the Atlantic Elevator at Goodridge, Minn.

H. O. Eames has sold his old elevator located at Morris, Stevens County, Minn., to Emil S. Eich of Devils Lake, N. D.

The Farmers' Society of Equity of Waubun, Minn., has plans under consideration for the erection of a new elevator there.

The Equity Co-operative Exchange of Wausau, Wis., has decided to build an additional elevator of 500,000 bushels' capacity there.

A new office building, 18x24 feet, and coal shed is being added to the plant of the Farmers' Elevator Company at Kiester, Minn.

The Eau Claire Elevator Company has been organized at Eau Claire, Wis. J. M. Craemer, A. H. Regli and M. J. Schaaf are interested.

The elevators and warehouse of P. E. Mitby located in Cashton, Wis., have been purchased by the Cashton Farmers' Warehouse Company.

The elevator of the Clark Grain & Fuel Company at Eagle Point (Chippewa Falls p. o.), Wis., has been purchased by John H. Rheingans.

Walter Stern, Lee M. Powell and Carl F. Geilfuss have incorporated the Atlas Elevator Company of Milwaukee, Wis. The company is capitalized at \$100,000.

A co-operative company may be formed at Livingston, Wis. An option has been obtained already on the business of the W. F. Alton Grain Company there.

The T. H. Cochrane Company is the new owner of the Lynch-McKay Elevator at Pardeeville, Wis. Alterations and improvements are to be made on the plant at once.

The Itasca Elevator Company has purchased a site of land on the Hughitt Slip, Superior, Wis., on which it will build, when conditions warrant, a new grain elevator.

A new motor has been installed in the plant of the Farmers' Co-operative Elevator Company at Fairfax, Minn., taking the place of the 15-horsepower gasoline engine.

Although there is no change in the management of the elevator, the Thorpe Elevator Company of Milroy, Minn., is to be run under the name of the Cargill Elevator Company.

An addition of 35,000 bushels' capacity is to be built to the plant of the Spaulding Elevator Company at Warren, Minn. The present capacity of the plant is 65,000 bushels.

The Henning Farmers' Elevator Company of Henning, Minn., has been re-incorporated, capitalized with stock of \$10,000. The officers of the organization are: President, J. M. Hursh; treasurer,

Geo. A. Paulson; vice-president, A. T. Munson, and secretary, C. G. Hipple.

The 30,000-bushel elevator at Maynard, Minn., has purchased by the Atwater Milling Company. The elevator is being wrecked and will be rebuilt adjoining the milling company's Atwater plant.

The elevator property owned by F. G. McVenes at Edgerton, Minn., has been disposed of by him to J. L. Baldwin of the Bennett Grain Company. The latter will use the elevator as a storage house.

C. T. Pederson, Chris Anderson, Otto D. Kahl and Olaus Amundsen have incorporated the Prairie Farm Co-operative Association of Prairie Farm, Wis. The company is capitalized with stock of \$15,000.

The elevator at Oconto, Wis., formerly conducted by Frank Trudell has been taken over by Joseph M. Anderson and A. J. Peterson. The company will operate as the Falls Elevator Company.

A farmers elevator company is to be formed at Alberta, Minn. When the organization of the company has been completed, the firm will purchase and operate the Alberta Grain Company's elevator plant.

Farmers in the vicinity of Emerald, Wis., have organized a stock company and have purchased the New Richmond Elevator at that place. The farmers will operate under the name of the Emerald Farmers' Exchange.

R. Johnson is president; Alex P. Swanson, vice-president; Chas. J. Anderson, secretary-treasurer, of the March Farmers' Elevator Company, which was recently incorporated to engage in business at March (Warren p. o.), Minn.

Plans are under consideration by farmers in the vicinity of Granton, Wis., for the organization of a co-operative company. The men interested are undecided whether to build a new plant or purchase the interests of Winn & Son.

It is reported that the Lake Wilson Farmers' Co-operative Elevator Association of Lake Wilson, Minn., will dissolve and form a new corporation under the co-operative laws of Minnesota, and increase the capital stock of the company.

T. R. Markey is president; John Niebuhr, Jr., vice-president; G. M. Graham, secretary, and H. C. Woodworth, treasurer of the Wells Farmers' Elevator Company which was formed at Wells, Minn. The company will either build or buy an elevator.

The Morgan Grain Company has filed articles of incorporation to conduct a grain, feed, flour, etc., business at Morgan, Minn. F. P. Creaser, B. J. Jacobs and Chas. Picker are interested. The organization is capitalized with stock amounting to \$25,000.

The site of the old Duluth Elevator at Atwater, Minn., has been purchased by A. W. Johnson and S. B. Glader on which they will build a modern grain elevator and feed mill. The contract has been let and it is expected to have the plant ready for operation by September 1.

Incorporation papers have been filed for the Trail Farmers' Elevator Company of Trail, Minn., in which Jacob H. Dahl, Lars P. Paulson, Joseph A. Dahl, A. E. Homme, Adolph A. Dahl, Nils P. Handy and Ed. S. Erickson are interested. The company is capitalized with stock of \$10,000.

WESTERN

A bean elevator is to be built at Delta, Colo., by Chase & Rupp Produce Company.

H. P. Hays has awarded the contract for a new grain elevator at Endicott, Wash.

The Superior Milling Company of Winona, Wash., has started to build a new \$13,000 elevator.

The Montana Emporium Company will build new grain elevators at Sweetgrass and Aloe, Mont.

Two 1,600-bushel automatic scales have been installed in the Port of Astoria (Ore.) Elevator.

J. W. Johnson of Heppner, Ore., is building three 100,000-bushel elevators in the vicinity of that place.

A new grain elevator is to be built at Moore, Idaho, for the Butte Milling & Elevator Company.

The West Ogden Milling Company is interested in the construction of a modern grain elevator in Ogden, Utah.

The Centerville Elevator Company will build a new 50,000-bushel grain elevator at Warwick, (mail Centerville), Wash.

Farmers around Stevensville, Mont., are interested in the erection of a 25,000-bushel elevator and 25-barrel flour mill.

The contract has been let by the Seattle Grain Company at Withrow, Wash., for a new 42,000-bushel bulk grain elevator.

The Lexington Milling Company's elevator at Cheyenne, Wyo., has been leased by the Pine Bluffs Farmers' Clearing House.

The Mesa Flour Mills Company of Grand Junction, Colo., will build a 50,000-bushel concrete and steel elevator at that place.

The Farmers' Co-operative Union contemplates the erection of a grain elevator at Ingomar, Mont.

The union will establish the elevator and incorporate a stock company under the name of the Farmers' Co-operative Company of Ingomar.

The Utah Cereal Food Company of Ogden, Utah, has announced that it will build a grain elevator with storage capacity of 300,000 bushels.

The Rocky Mountain Elevator Company has let the contract for the erection of three elevators at Fife, Cordova, no p. o., and Williams, Mont.

The capital stock of the Farmers' Union Co-operative Elevator & Supply Company of Longmont, Colo., has been increased from \$30,000 to \$60,000.

A 40,000-bushel elevator and 100-barrel flour mill is to be built at Geraldine, Mont., for the Farmers' Elevator & Milling Company. The new plants will cost \$25,000.

A grain elevator of '125,000 bushels' capacity is being built at Ogden, Utah, by the Holley Milling Company. The elevator is being built near its Phoenix Mill.

A steel elevator is to be built at Gowanda, mail to Frederick, Colo., by the Longmont Farmers' Milling & Elevator Company. The Burrell Engineering & Construction Company of Chicago has the contract.

The charter of the Plaza Farmers' Union Ware-

house & Elevator Company at Plaza, Wash., has been amended, increasing the capital stock from \$3,000 to \$25,000.

The Chas. H. Lilly Company of Seattle, Wash., has let the contract for the erection of a 150,000-bushel grain storage addition. The addition will consist of 32 bins, 37x74 feet and 69 feet high.

The Sperry Flour Company has made arrangements for the erection of a modern grain elevator and flour mill at Spokane, Wash. The elevator will have a capacity of 250,000 bushels and the mill will be of 1,500 barrels' daily capacity.

CANADA

Capitalized with stock of \$70,000, the McCallum Grain Company, Ltd., was incorporated at Moose Jaw, Sask.

A blending elevator is to be built this summer at Regina, Sask., for the Wm. Grant Grain Company. The capacity of the plant will be 100,000 bushels.

It is reported that tentative plans have been made for the amalgamation of the Manitoba Grain Growers Grain Company and the Alberta Farmers Co-operative Elevator Company. If the present plans materialize the company will operate as the United Grain Growers, Ltd.

FIRES-CASUALTIES

Florence, S. D.—The Pacific Elevator here was destroyed by fire.

Mondak, Mont.—The Occident Elevator here was totally destroyed by fire recently.

Stanley, N. D.—Damage to the amount of \$20,000 was done to the farmers' Elevator here by fire.

Ethan, S. D.—The elevator of E. P. Enright was struck by lightning and burned. The loss was covered by insurance.

Lisbon, N. D.—The Monarch Elevator here was destroyed during a severe cyclone which swept that city on July 29.

Lincoln, Neb.—The Coffman Feed & Seed House was damaged by fire of unknown origin. The loss amounted to \$8,000.

Kingsley, Iowa.—A fire started in the Carthcart Elevator here but was extinguished before any serious damage was done.

Lamoille, Ill.—Fire, started from an overheated generator, caused considerable damage to the Houghton Elevator here.

Jamestown, Kan.—Lightning struck and caused slight damage to the Lindsborg Mill & Elevator Company's elevator here.

La Fayette, Ind.—On July 10, the elevator of the W. B. Foresman Grain Company was damaged by fire to the extent of \$10,000.

Meridian, Miss.—The warehouse and its contents, owned by Sturges & Co., here, were destroyed by fire, entailing a loss of \$10,000.

Burchard, Neb.—The elevator of C. M. Linn was destroyed by fire together with two carloads of corn and almost as much oats.

New Bedford, Mass.—The grain elevator owned by Diendonne Parbeck was destroyed by fire which started from an unknown cause.

Oakville, Ind.—G. W. Teeter and C. V. Peckenaugh's grain elevators burned. The first was alleged to be of incendiary origin.

Colton, Cal.—The elevator of the Globe Grain & Milling Company here was damaged by fire. The damage done amounted to about \$25,000.

Browning, Ill.—The elevator here was blown down during a high wind. A quantity of corn and wheat confined in the plant was damaged by water.

Vernon, Texas.—The elevator of the Kell Milling Company was burned on July 11. The damage to the elevator and four freight cars amounted to \$9,000.

Tokio, N. D.—Lighting struck and set fire to the Farmers' Grain Company's elevator here. Not much grain was stored in the plant at the time of the fire.

Harmon, N. D.—Lightning caused the destruction of the Farmers' Grain elevator here not long ago. Loss amounted to \$10,000, partially covered by insurance.

Elliott, N. D.—Two grain elevators, one of them owned by the Farmers' Elevator Company, were destroyed by the severe wind storm which passed through Elliott on July 29.

Cavour, S. D.—Fire of unknown origin was discovered in the elevator of the C. W. Van Dusen

Company on July 18. It was put out, however, before any serious damage was done.

Diamond, S. D.—On July 29 the elevator owned by Ely-Salyard Company of Duluth, Minn., at this point was destroyed by fire. The plant contained very little grain at the time of the fire.

Klamath Falls, Ore.—The elevator and mill of the Martin Bros., together with 25,000 bushels grain was destroyed by fire, which is thought to have been started by I. W. W. sympathizers.

Henderson, Ky.—On August 5 A. Waller & Co. lost their elevator by fire. The loss amounted to \$20,000. About 20,000 bushels corn were also destroyed. The elevator is to be rebuilt.

Griffin, N. D.—A spark from a passing locomotive set fire to and destroyed the elevators of the Western Lumber & Grain Company and the Bowman Equity Exchange. Probably both plants will be rebuilt.

Staser, Ind.—Fred Niederhaus' elevator burned on August 3. The fire was caused by a spark from locomotive. Loss amounted to over \$10,000; insurance, \$6,000. The elevator is to be rebuilt, it is reported.

Broadwell, Ill.—The Holmes & Maurer Elevator was totally destroyed by fire on July 20. The elevator contained about 1,500 bushels of corn and oats when burned. The building and contents were insured for \$4,550.

Grelton, Ohio.—Fire threatened for a time to destroy the elevator of the Toledo Grain & Milling Company here. The fire, which started when a gasoline engine exploded, was put out before any serious damage was done.

Rochester, N. Y.—The elevator of the Whitney Elevator & Warehouse Company, in which 100,000 bushels of wheat were stored, was destroyed by fire on July 22. The cause of the fire, which incurred losses of \$700,000, is not known.

Minatare, Neb.—Damage of \$8,500 were done to the elevator and its contents owned by the Central Granaries Company. More than a car of corn and about 30,000 bushels of oats were in the elevator at the time of the blaze. Loss is partially covered by insurance.

La Plata, Mo.—The elevator owned by H. G. Reynier & Son was destroyed by fire which started, it is thought, from defective wiring. About 800 bushels oats and a like amount of corn were also destroyed. The loss amounted to \$5,000. The elevator is to be rebuilt immediately.

THE Government of Chile has set a limit of 700,000 metric quintals of 220 pounds, for wheat exports between January 1 and November 1, 1917. The object of the limitation is to secure a sufficient supply until the next harvest.

MANCHESTER, England, recently reported the arrival of a cargo of bulk wheat from Australia. The event is almost unprecedented as practically all the wheat in that country is sacked at the separators and shipped in that form. The cargo arrived slightly warm but in perfect condition, and the success of the shipment may be a new incentive to build bulk elevators in Australia.

ASSOCIATIONS

GREAT PROGRAM FOR NATIONAL MEETING

When the Grain Dealers National Association meets at Buffalo on September 24-26, they will participate in a memorable meeting, made particularly vital by our participation in the war and the importance of grain in bringing that war to a successful conclusion.

Each year the program of the National Convention contains speakers of note. Last year, you remember, President Wilson himself addressed the



HON. SIR GEORGE E. FOSTER

convention. This year is no exception, in fact, the Committee has been particularly fortunate already in securing speakers of unusual interest. Among them will be Hon. Sir George E. Foster, Minister of Trade and Commerce of the Dominion of Canada. He is one of the most distinguished statesmen in Canada and has been in public life about 40 years. He was a member of the Balfour Commission, representing Canada, recently sent by Great Britain to Washington to co-operate with the United States in the conduct of the war.

Among the other speakers already secured are Governor J. P. Goodrich of Indiana, and Charles J. Brand, chief of the Office of Markets and Rural Organization. Both of these men will have a message of importance to the trade.

NORTHWESTERN ASSOCIATION IN THIRD MEETING

The Northwestern Grain Dealers Association, which gathers its membership from Montana, Idaho, Oregon, Washington and Wyoming, held its third annual convention at the Mammoth Hot Springs Hotel in Yellowstone National Park on July 11, 12 and 13.

President H. S. Anderson concluded his second term, opening the convention with a report which covered the work of the Association for the year. He paid a high tribute to the high grade of men who made up the membership, and spoke feelingly of the many loyal friends he had made in the trade through the organization.

O. T. Newhouse of Minneapolis discussed the subject "The Functions of a Grain Commission Merchant," and it is a pity that more Equity managers could not have heard the talk, as many of them seem to think that the sole business of a receiver is to fleece the shipper.

H. M. Giles, also of Minneapolis, read a paper on "Mutual Insurance," a subject with which most Mid-West dealers are thoroughly familiar through the operation of their own companies.

Charles J. Brand, chief of the Office of Markets and Rural Organization, was on the program, but as he could not be present, the Grain Standards Act was discussed by R. D. Jarboe, Federal supervisor at Portland, Ore.

The second session, on the morning of July 12, was opened by the reading of the annual report of Secretary H. N. Stockett. He reported a healthy condition of finances and membership, the Association being practically out of debt and with an active enrollment of 385 members.

The election of officers resulted as follows: President, H. T. Goodell, Hobson; vice-president, J. R. Swift, Lewistown; secretary-treasurer, H. N. Stockett, Great Falls.

The directors, as well as the officers, were all from Montana, as follows: Charles Vandenhoeck, Bozeman; O. W. Simonson, Malta; Paul Roseberry, Musselshell; J. A. Moore, Great Falls; Paul R.

Trigg, Lewistown; D. R. Fisher, Great Falls; C. R. McClave, Lewistown; W. P. Ladd, Billings; H. S. Anderson, Stanford; C. H. McLeod, Missoula; J. H. Hyatt, Red Lodge.

Executive Committee: D. R. Fisher, W. T. Greely and A. E. Barkemeyer, all of Great Falls.

After the election, J. E. Spurling presented a paper on "Railroads and the Industries."

The afternoon session on July 12 began with an address by F. R. Durant of Minneapolis, who was followed by J. J. Fitzgerald of Omaha, who had for his subject, "Food Conservation," in which he laid particular stress on preventable fires.

George E. Newman of Chicago, spoke on "The Value of Association Meetings," and letters of regret for their absence were read from John G. McHugh, secretary of the Minneapolis Chamber of Commerce, Mr. Woodworth, and Secretary Charles Quinn of the National Association.

Several resolutions were passed, one of which pledged the aid of the Association to the Government in its present crisis.

MICHIGAN CONVENTION AT SAGINAW

The 150-odd delegates who attended the sixteenth annual convention of the Michigan Hay and Grain Association held in the banquet room of the New Bancroft Hotel at Saginaw, July 31, were treated to a "hot time" for the mercury hovered close to the 100 mark all the day long. The delegates, however, gritted their teeth and determined that Old Sol was not powerful enough to prevent them from making this one of the most valuable meetings in the history of the Association. After profitably devoting the forenoon to fraternizing and making new acquaintances the meeting was called to order in the banquet room at 2 p. m., as scheduled.

President T. J. Hubbard introduced W. S. Mitten, ex-president of the Saginaw Board of Trade, who delivered a brief address of welcome. In responding, J. B. Crawford, second vice-president, referred to present-day conditions in world affairs, stating that these are patriotic times, generous times and times of plenty of money.

President Hubbard read the report of the Board of Directors reviewing the year's work and present and past conditions in the trade and Secretary J. C. Graham then read the minutes of the last meeting held August 3, 1916, which were adopted.

Albert Todd, treasurer, in his report announced that there were 120 members in good standing, with a balance of \$161.90 on hand.

The president appointed J. McAllister, H. A. Admiral, E. A. Wellman, J. O. Downer, Bert Dean, Robert Ryan and William Bradford on the Nominating Committee.

H. L. Goemann, Mansfield, Ohio, then reviewed the provisions of the Food Bill section by section as it may affect the grain dealers in the State of Michigan. He stated that there would be one controller of food and that the embargo on grain to neutrals and the prohibition of distilled liquors would affect rye shipments; that the farmers and farmers' co-operative associations may hold and store grain indefinitely, while an independent organization can not hold grain more than 30 days; that the public will have enough of the cereal production to supply themselves and households.

Referring to transportation he mentioned the Esch Bill which provides for a car service board to develop a system for handling cars, to comply with the bill, and an export board to handle export shipments. He further stated that the car shortage was not altogether the fault of the railroads and urgently requested shippers to load cars to capacity, thereby reducing the number of cars needed.

The president then appointed E. L. Wellman, A. J. Carpenter and J. B. Crawford on the Resolutions Committee.

James N. McBride of Lansing, director of markets, addressed the meeting on "What the Farmer Sells." He stated in part that the wheat crop of Michigan this year was approximately 12,000,000 bushels and that the state was getting ready to raise 30 to 40 millions next year. "White flour bread," he read, "is the big food in Europe. Price fixing by the Government is based on prices in France and England. German farmers raise 55 tons of potatoes on 100 acres, while England only raises 11 tons on the same acreage. Germany produces 38 tons of milk where England produces only 17 tons per 100 acres. Germany doubles agricultural production as compared with England. England has been asleep to agriculture, as has the United States the last 25 years. This war crisis has come during the most unfortunate time. The day of cheap grains has gone. The remedy for under-crop production is to supply each acre of land with one ton of phosphates. I have great faith in the Government regulation on

food control," he said. "The boys at the front will be taken care of. It is the people at home who will suffer."

President Hubbard then read a telegram from Secretary Taylor of the National Hay Association in which he expressed regrets for his inability to be present, and announced that the grade formerly known as "Standard Timothy" had been restored and interposed between the grades of No. 1 and No. 2 timothy at the Chicago meeting and asked the convention to submit same for adoption. This was carried.

"Michigan Hay and What We Can Do to Improve Its Quality," was the subject upon which W. A. Bunting of Jackson spoke. He stated in part that one of the principal things to do is to pay a premium on good hay, to keep in touch with the markets, tariffs and railroad rates.

A. J. Carpenter of Battle Creek read an able paper on "Federal Grades on Grain and Their Benefits," and distributed cards with compliments of the Carpenter Grain Company, showing how appeals should be made, disputes handled and reports of shipments of uninspected wheat or corn be made to the Department of Agriculture.

A motion was then made to appoint a committee of three to formulate buying rules on Michigan wheat, to be printed and mailed to every member of the Association.

Secretary J. C. Graham addressed the convention on "A Few New Transportation Problems." "The cause of the falling off of transportation facilities last winter," he said "was due to heavy and increased tonnage, and the only relief for the shippers is to make a demand on the Interstate Commerce Commission through their Association. I have heard from prominent men who are familiar with the situation that September 1 will find the railroad situation in worse shape than it was last winter."

"Let me caution you on the freight rate situation: The Interstate Commerce Commission will not have the rates fixed before September 1, and you will not know what they are before that time and the freight rates on each of the three different zones into which Michigan is divided may be higher than the 15 per cent advance to be put forth by the Commission."

Mr. Carpenter then presented the following resolution which was adopted:

Resolved, That the Michigan Hay and Grain Association support a measure that the Federal Government fix a minimum price of \$1.85 to \$1.90 per bushel for rye f. o. b. interior markets inasmuch as rye is a second bread grain, providing \$2 is established as a minimum price for wheat.

J. McAllister then announced the following names for officers for the ensuing year as selected by the Nominating Committee:

President—T. J. Hubbard, Mt. Pleasant.

First Vice-President—W. I. Biles, Saginaw.

Second Vice-President—A. J. Carpenter.

Treasurer—Albert Todd, Owosso.

Directors—R. Ryan, J. McAllister, E. L. Wellman.

The officers were elected unanimously after which the convention adjourned *sine die*.

The banquet with cabaret scheduled for 7 o'clock p. m., in the banquet room, was a grand success. The guests were treated to a splendid entertainment by Miller Brothers Quartette who sang popular songs with appropriate conversational hits, and rendered several splendid musical selections.

After-dinner toastmaster E. L. Wellman of Grand Rapids called upon Fred Williams of New York, H. L. Goemann of Mansfield, Ohio, and G. W. Crampton of Boston for short talks. They were followed by E. C. Eikenberry, president of the Grain Dealers National Association, who addressed the audience on "Now in the Grain Trade," and spoke in part as follows:

I am glad to see that you men are so honest as to get your pleasure by the sweat of your brow. These are abnormal times and things change within 24 hours. Men crowd to conventions to hear something pertaining to the Government's proposed regulation of the grain trade.

Michigan grain dealers may know what and how to handle their business when the grain moves. You are better off than the southern Ohio shippers, who are now in the midst of the threshing season. Bids are received in southern Ohio with a range of 20 cents a bushel.

There are three things in the Food Control Bill which will affect you. No law passed by Congress gives the chief executive such great power over the food supply of the country. It will give the President power to commandeer the operation of elevators and plants and he may take over your property and pay you such a profit as he sees fit. This will affect you and me vitally until the end of this war.

For patriotic reasons you may think lightly of turning over your plant and business to the Government—and yet the Government surely cannot run the grain dealer's business more cheaply than the organization which took years to build up. Then again, it will not be unpatriotic to ask the Government to return our plants after the war is over.

Second—The anti-hoarding provision prevents holding of grains for more than 30 days. From this, farmers and farmers' co-operative organizations, including those organized for profit, are exempted.

Third—Provisions make \$2 the minimum for wheat, based on No. 1 Northern. Minimum price nears maximum price. Great pressure will be brought to bear by labor to keep the price to consumer down. Labor and producer are diametrically opposed. The question is whether the farmer and farmer co-operative associations will be allowed to hoard and keep wheat and demand \$4 or \$6 a bushel. Will the power be given back to the people after two or three years, if this war exists that long? History has shown that the Government does not relinquish. As citizens we

should have such clauses incorporated that will give our rights as citizens back to us.

The entire grain trade of the United States did not make as much profit last year as one of our self-confessed steel trusts did. July 1 showed 1,605,000 bushels of wheat in storage in Chicago. The reason the price of wheat went up \$1 in May last is because the farmer had the wheat. They are the food speculators.

War is the eliminator of the unnecessary, and if you have a business that can be disposed of, it will be eliminated, and if your business is necessary in peace times, it will be perpetuated and allowed to exist. There is no individual or group of men of more paramount necessity than the grain men of the United States.

I do not believe that there is a grain man who is not anxious to conduct his business to help the interests of the country and to help end the war.

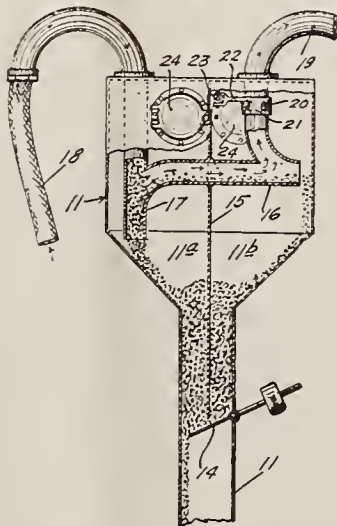
GRAIN TRADE PATENTS

Bearing Date of July 3, 1917

Apparatus for Drying and Conditioning Grain and Other Materials.—John F. Lahart, Minneapolis, Minn., and Charles J. Bour and Frank B. Harriman, Chicago, Ill., Filed November 13, 1913. No. 1,232,336.

Pneumatic Grain Elevator and Separator.—Charles P. Nall, Minneapolis, Minn., assignor to Nall Separator & Elevator Company, a corporation of South Dakota. Filed May 19, 1915. No. 1,231,778. See cut.

Claim: The combination with a closed hopper, of an intake tube extended downward within said hopper with its open lower end above the bottom thereof and an approximately horizontal tube within said hopper extended from the intermediate inner portion



of said intake tube, a vertical partition dividing said hopper into two chambers and through which partition the said horizontal tube is extended, a suction tube extended upward from said horizontal tube, a blower having its intake connected to said suction tube.

Apparatus for Destroying Weevils.—John Kasmeier, Beeville, Texas. Filed June 23, 1916. No. 1,232,323.

Bearing Date of July 17, 1917

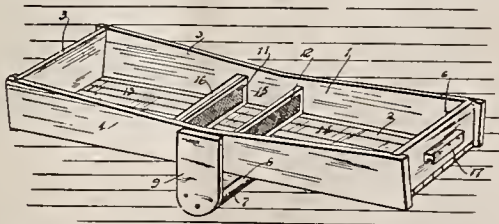
Grain Car Door.—Gustav A. Spelbrink, Ivanhoe, Minn. Filed June 5, 1916. No. 1,233,818.

Grain Carrier.—Fritz S. Vogeler and Henry S. Sprecher, Greeley, Neb. Filed February 12, 1917. No. 1,233,623.

Bearing Date of July 24, 1917

Grain Pickling Device.—Emile Dolter, Sinaluta, Sask., Canada. Filed January 8, 1917. No. 1,234,305. See cut.

Claim: A device for treating grain with a liquid solution comprising a tiltable partitioned holder having the partitions allowing of the flow of liquid



through them to the exclusion of the grain and means for selectively closing the partitions to the exclusion of the flow of the liquid through them.

Bearing Date of July 31, 1917

Hay Baling Press.—Charles W. Mizell and Miles G. Hall, Heavener, Okla. Filed April 18, 1916. No. 1,235,044.

EFFECTIVE August 1, the State Public Utilities Commission of Illinois granted the Belt Railway permission to increase its switching charge on shipments originating beyond Chicago and handled by the Belt Railway as an intermediate carrier between connecting lines to \$3.50 per loaded car and \$1.75 per empty car. The charges of the Belt Railway on this class of traffic of \$3.50 per loaded car and \$1.75 per empty car became effective December 1, 1916, on interstate shipment.

OBITUARY

BISHOP.—Hiram V. Bishop, for a number of years connected with the Grain Inspection Department of the Philadelphia Commercial Exchange, died not long ago.

BOWEN.—At the age of 89 years, Edwin Donald Bowen, one of the charter members of the Minneapolis Chamber of Commerce and a veteran of the Civil War, died at the home of his daughter in Minneapolis, Minn., on August 4. Mr. Bowen went to Minneapolis in 1881 and engaged in the cash grain business, as E. D. Bowen & Co. He retained his original membership in the Chamber of Commerce until he retired in 1908. Three daughters survive him.

BROWNLEE.—After an illness of two weeks from blood poisoning, Alexander Bruce Brownlee died at his home in Toledo, Ohio. Mr. Brownlee had been engaged in the grain and coal business at Toledo.

CAMP.—D. W. Camp at the age of 82 years died suddenly in Toledo, Ohio. Mr. Camp was connected with the Toledo Grain & Milling Company of Toledo.

CLARK.—Adoniram Clark, the oldest member of the New York Produce Exchange, died during the second week of August at his summer home in White Plains, N. Y. Mr. Clark was a member of one of the oldest grain firms in the country, Clark & Allen, which started in business in 1867. The deceased was born in Westfield, Mass., in 1826 and became a member of the Produce Exchange in 1866.

COONTZ.—C. F. Coontz, a Vandalia, Mo., grain dealer and stock shipper, died at St. Louis, Mo., not long ago. His widow and four children survive him.

CRATZ.—After an illness of three months' duration, William E. Cratz, a prominent Toledo, Ohio, grain man, died at his home on July 21. He and his brother conducted a grain business under the firm name of Cratz Bros. He is survived by his widow, one son and a daughter.

ELIOT.—Robert Eliot, the oldest grain merchant in Milwaukee, Wis., died on the first of August, aged 88 years. Mr. Eliot came to Milwaukee in 1855 and entered the grain commission business. Two years later he formed a partnership with J. M. Holmes and conducted the business as Eliot & Holmes. In 1869, when Mr. Holmes withdrew from the firm, Eliot took into partnership John P. Dibble and Horace Griggs. The name of the concern was changed to Robert Eliot & Co. Mr. Eliot was an active member of the Chamber of Commerce and had served on many important committees and on the Board of Directors.

ELY.—Fred L. Ely was killed in an automobile accident near New Rockford, N. D. He was manager and part owner of the Ely Salyards Elevator Company's elevator at New Rockford.

GAUGH.—On July 1, Thomas L. Gaugh, president of the Gaugh Grain & Fuel Company, died at Kansas City, Mo.

HARTMAN.—Pneumonia caused the decease of Louis Hartman, a prominent grain dealer of New Albany, Ind., on July 23. Mr. Hartman settled in New Albany when 16 years old. At one time he conducted a grain business with Jesse J. Brown and Morris McDonald as Hartman & Co., and later on organized the firm, Louis Hartman & Sons. He is survived by his four sons, two daughters and two-step-children.

HOLLOWAY.—Charles Holloway, a prominent grain dealer of Wing, Ill., was caught in the belt in his grain elevator and crushed to death.

HUGHES.—John H. Hughes, a veteran grain buyer, died at Ravenna, Neb., aged 63 years.

TEMPLER.—T. J. Templer died at Hutchinson, Kan. He was for many years well known in the grain trade in the Southwest, and was head of the Kansas Grain Company for a long time.

LASCHE.—On July 23, Capt. Ernest Robt. Lasche died at Milwaukee, Wis. He was a well known grain and elevator man and had been connected with the Angus Smith Elevator Company, Charles Ray Company and E. P. Bacon Company.

NEWMAN.—Sigmund J. Newman, a member of the grain commission firm of Newman Bros., of San Francisco, Cal., died recently after a lingering illness.

ROWLEY.—At the age of 89 years, Charles B. Rowley, formerly general manager of the Girard Point Storage Company, Philadelphia, Pa., died.

RUDY.—Frank Rudy, vice-president of the Rudy-Patrick Seed Company, Kansas City, who retired

from business about a year ago on account of failing health, died July 31, aged 59 years. He is survived by his widow, one son and one daughter.

SCHLEE.—John G. Schlee died not long ago. For 18 years he operated a grain elevator in Lansing, Mich., as J. G. Schlee & Co.

SMITH.—Aged 81 years, J. C. Smith, founder of the feed, flour and grocery firm, J. C. Smith & Wallace Company at Newark, N. J., passed away recently. He was well known in the New York Produce Exchange.

SWALLOW.—Geo. C. Swallow, a member of the Milwaukee Chamber of Commerce since 1887, died at Milwaukee on August 2 from arterio-sclerosis. Mr. Swallow was 76 years old at the time of his death.

TEWELES.—On July 8, Ludwig Teweles, founder and president of the L. Teweles Seed Company, located at Milwaukee, Wis., died, aged 76 years. Mr. Teweles was born in Austria and came to Milwaukee in 1865. He opened up a seed store and later enlarged his plant so that his store became one of the largest wholesale seed houses in the Middle West.

YOUNG.—Thomas S. Young died during the latter part of July at his summer home in Fanwood, N. J. For more than 30 years Mr. Young had been a member of the New York grain trade and was one of the oldest members of the New York Produce Exchange. He had not been active in business for the last year or so.

BARGE LINE RELIEVES CONGESTION

The boat line of the Kansas City-Missouri River Navigation Company is proving very helpful in reducing the congestion of freight, since the production along the river has not been curtailed, as inland, by the many adverse conditions. The line has two steel hull tow boats and nine steel barges in use, and plies between Kansas City and St. Louis. The barges are left at short points for loading of grain, the tow boats gathering them up. The rate is 20 per cent less than railroad rates, the boat line company loading the grain by crane into freight cars at the Kansas City terminal, and absorbing the haulage to elevators.

INCREASE OF TEXAS WHEAT YIELD URGED

The grain dealers and millers of Texas, assisted by the Texas Industrial Congress, have inaugurated a campaign in that state with a view of greatly increasing the winter wheat acreage. They have adopted the slogan, "Texas Must Double Its Wheat Yield." The Texas Industrial Congress has issued 50,000 pamphlets showing the importance of producing more wheat in Texas and these are being distributed among the farmers in the grain growing portions of the state.

The farmer of Texas is being called upon to produce more wheat, not only as a patriotic act, but as a business proposition. The pamphlets contain the following quotation from Herbert Hoover, Food Administrator:

"Every means which can be applied by experience and intelligent effort to increase the wheat production next year is warranted by commercial conditions as well as our war situation."

The campaign's aim is the production of 30,000,000 bushels of wheat next year instead of the 12,000,000 to 15,000,000 which has usually been grown in Texas. The farmers are expected to fill the order. More wheat can be produced in Texas in two ways—by increasing the acreage, or increasing the yield per acre. In 1915 Texas produced 23,000,000 bushels of wheat on 1,650,000 acres, an average of 15.5 bushels per acre, while the wheat yield in England average about 32 bushels per acre.

During the months of August, September and October the campaign will be waged hardest, because most of the land which will produce the great yield expected in answer to the patriotic call, during these months, will be broken before the first contingent of the national army goes to the colors.

IN June the Steamer *W. Grant Morden* brought down from Port Arthur the largest cargo of oats which has ever left the head of the lakes. The vessel carried 765,000 bushels in her hold and the cargo was valued at more than half a million dollars. The *W. Grant Morden* is the largest fresh water freighter in the world.

THE ILLINOIS SEED CO. CHICAGO, ILL. *We Buy and Sell* **FIELD SEEDS**

Ask for Prices. Send Samples for Bids.

L. TEWELES SEED CO. MILWAUKEE, WIS.

*Red, White and Alsike Clover
Timothy and Alfalfa Seed*

Seed Corn

Field Peas

LARGE DEALERS IN SOUTHERN FALL GRAINS,
CLOVERS, VETCHES, GRASSES,
AND OTHER SEEDS

Get Willet's Weekly Current Price List.
Get Willet's Fall 1917 Seed Catalogue—out late in
August.

N. L. WILLET SEED CO.
AUGUSTA, GA.

Cochrane Quality Field Seeds Are the BEST THAT GROW

Twenty buying stations in the producing sections of Wisconsin and Minnesota enable us to buy the "cream of the crop." Write for quotations and samples.

T. H. Cochrane Co., PORTAGE, WISCONSIN
We want to buy Clover, Alsike, Timothy, Alfalfa
White Clover.

FIELD SEEDS

G. B. McVay & Son Seed Company of Birmingham, Ala., is located in a new store.

A \$30,000 brick warehouse is being built by F. W. Bolgiano & Co., of Washington, D. C.

The Harris Seed Company of San Diego, Cal., is now located in its new and modern store.

A new block concrete seed house has been built

for the Farmers' Elevator Company of Blanchard, Iowa.

A new warehouse is being built at Thief River Falls, Minn., by the Tessum Seed Grain & Supply Company.

Capitalized with stock of \$100,000, the Everette R. Peacock Company has been organized at Chicago, Ill.

The capital stock of the Indiana Seed Company of Indianapolis, Ind., has been increased from \$10,000 to \$30,000.

Mr. Atherton has purchased J. H. Minehart's interest in the seed firm of C. E. Atherton & Co., of Deep River, Iowa.

The charter of the A. A. Berry Seed Company of Clarinda, Iowa, has been amended, increasing the capital stock from \$300,000 to \$500,000.

The Mooney Seed Company of Regina, Sask., advises us that it is rebuilding its elevator and warehouse at Tessier which was burned on June 26. The new elevator is to be a duplicate of the

Grain and Seeds

WANTED

We are in the market for clover seed, screenings, tailings, and badly bucked clover seed. Send samples to THE KING SEED CO., North Vernon, Ind.

WE BUY AND SELL

Seeds

Write Us Your Needs

SCHISLER-CORNELI SEED CO.
St. Louis, Mo.

SEEDS Grain, Clover and Grass Seeds CHAS. E. PRUNTY 7, 9 and 11 South Main St. SAINT LOUIS

The ALBERT DICKINSON COMPANY

GRASS SEEDS FIELD

To Meet Demands Of

PURE SEED LAWS

Chicago Minneapolis



WE PAY MORE FOR SEED TRY US

We are buyers of timothy, clover, alfalfa, and all field seed, local shipments or car lots.

We contract timothy for August and September shipment.

County elevators and shippers remember us with samples of seeds you have for sale.

HYDE SEED FARMS, St. Louis, Mo.

BRANCH
PATTONSBURG, MO.



ELEVATOR OF MOONEY SEED COMPANY AT TESSIER, SASK.

old plant, an illustration of which is shown, and will have a capacity of 35,000 bushels. The company will carry on all its business in the Regina house temporarily.

A. S. Boulton, formerly with the Minneapolis Seed Company and the Farmer Seed & Nursery Company of Faribault, Minn., is now with Northrup, King & Co., of Minneapolis.

An addition is being built to the plant of the J. C. Robinson Seed Company of Rocky Ford, Colo. The addition is to be 60x70 feet, of reinforced concrete construction.

A new warehouse is to be built at Des Plaines, Ill., for the Leonard Seed Company of Chicago. The building will be fireproof of tile and concrete construction with capacity of 75,000 bushels.

The seed firm, W. Atlee Burpee & Co., of Philadelphia, Pa., has been reorganized owing to the deaths of W. Atlee Burpee and A. Eldridge Brown. David Burpee is now active executor and general manager and W. A. Atlee Burpee, Jr., acting treasurer.

A bonus of 10 per cent of their annual wages was recently paid by the Mangelsdorf Bros. Seed Company of Atchison, Kan., to all employees who had been in the employ of the company for a year or more. The bonuses were paid in Liberty Bonds.

The Kellogg Seed Company of Skidmore, Mo., has purchased J. C. Spahr's mill and will move its seed business there. A new warehouse and corn cribs are being built by the company. New machinery for cleaning and grading grain and seed is also to be installed.

Governor Lowden of the state of Illinois vetoed the proposed Illinois state seed bill after it had been passed by both the Senate and the House.

A new warehouse, costing about \$50,000, is to be built for the John A. Salzer Seed Company of Lacrosse, Wis. The plant will be 64x160 feet.

First honors at the interstate fair at Fargo, N. D., for the best five-pound display of alfalfa and the best Red Clover exhibit were awarded to C. H. Moen of Fargo.

The Fangboner Seed Company has been incorporated at Bellevue, Ohio, to deal in seed corn, seed wheat and seed oats. The company is capitalized with stock aggregating \$50,000.

The Bloomfield Nursery & Seed Company has been incorporated at Monticello, Fla., capitalized with stock of \$25,000. The company will engage in a general wholesale and retail seed business. H. R. Engleman is president; L. C. Simpson, vice-president; C. A. Simpson, second vice-president; J. T. Haile, secretary, and R. H. Daniel, treasurer.

Efforts are being made by friends of William Schrenkler of Russell, Kan., to have him serve as distributor of seed wheat to Kansas farmers. Mr. Schrenkler proposed the first distribution of seed wheat in 1913 to farmers in western Kansas, who had suffered from a short crop. He made personal loans, on a basis of one-fourth of the crop as a reward for the favor. The plan this year is to have the farmers pledge to return one-fifth of the crop next year.

President F. W. Bolgiano of the American Seed Trade Association has appointed the following special committees: Postal Laws: W. F. Therkildson, chairman; E. C. Dungan, Luther A. Breck, F. C. Stokes and Edgar Gregory. Experiment Stations: L. L. Olds, chairman; H. A. Simmers, H. L. Holmes. Resolutions: C. N. Keeney, chairman; J. P. Coon, Charles Hollenbach. Customs and Tariff: J. C. Vaughan, chairman; E. L. Page, Alex Forbes, A. Lee Don, F. B. King, A. E. Reynolds, Lem Bowen. Government Charges: Chas. D. Bobyles, chairman; W. G. Scarlett, J. M. Upton. Nomenclature: S. Phillips Landreth, chairman; H. W. Wood, F. G. Hastings, G. G. Stump. Extending Utility of the Bulletin: S. F. Willard, chairman; Charles C. Hart, E. L. Page, A. J. Brown, A. B. Clark. Oriental Farm Labor: Waldo Rhonert, chairman; J. O. Pieper, L. W. Wheeler, Frank Leckenby, R. P. Steckler.

SEED TRADEMARKS

The following new seed trademarks were published during the month of July by the U. S. Patent Office:

"Goliath" seed corn, timothy seed and clover seed.—E. W. Conklin & Son, Inc., Binghamton, N. Y.



Ser. No. 103,912.

GOLIATH
Ser. No. 95,811.

Filed June 12, 1916. Serial No. 95,811. See cut. Seeds.—Alfred J. Brown Seed Company, Grand Rapids, Mich. Filed May 18, 1917. Serial No. 103,912. See cut.

TIMOTHY SEED ACTIVE AND LOWER

J. F. Zahm & Co., of Toledo, Ohio, say August 12: Last week shorts were anxious and put prices to a record point for the season. Then liquidation set in and prices reacted sharply. Most of the pressure appeared to be on the distant futures. September apparently too near to make a short sale profitable.

Conditions have not changed materially, unless for the better, as indicated by the decline in prices.

Many dealers still think the price is not high when compared with other seeds. They figure a big demand will come for the actual stuff and look for firm and higher prices.

After bears satisfied their appetite around \$13 for October, it left the market for clover seed in a rather weak position. This class of buying is always misleading, and when satisfied, the breaks usually come.

We know Europe needs a world of seed, and we know, too, it is almost impossible for them to get it in quantities sufficient to make much impression on the price here.

This makes nearly a domestic proposition. Our

growing conditions could not be improved. It is true many sections report late cutting of the hay and fear it won't mature to seed. Other sections may overcome that.

Dry weather needed to make seed crop. Crop generally will be late. If it comes through Ohio and Indiana may make more than figured on. Michigan will have less. Wisconsin reports are favorable. Oregon says conditions fair. Idaho expects very short crop.

CLOVER PRICES DEPENDENT ON WEATHER

Southworth & Co., of Toledo, report in their letter of August 11: Clover seed prices mainly a question of the weather at this stage. August bulges in recent years have been due to unfavorable weather. Much rain in mid-summer is bullish.

HAY, STRAW AND FEED

A feed store has been opened at Houghton, Mich., by Leo Cullman.

Andrew Tuffley plans to establish a feed store at Soldiers Grove, Wis.

Frank Golden has started a flour and feed business at McAlester, Okla.

R. L. Glazier contemplates re-engaging in the feed and flour business at Baraboo, Wis.

The Farmers' Union Company has established a feed and flour house at Upland, Neb.

The Williams' Wholesale feed store at Clarksville, Ark., has been purchased by Ernest King.

The Southern Hay Growers Association met in Birmingham, Ala., during the second week of July.

The feed and flour store of Joseph Bureling at Belleville, Wis., has been taken over by W. E. Bontley.

Leo Cullman of Dollar Bay, Mich., has leased a building located there and has opened up a general feed store.

A large feed and flour store at Toledo, Ohio, has been purchased by William Bruns, a miller of Woodville, Ohio.

A feed and flour department has been added to the business of the Johnson Mercantile Company at Wittenberg, Wis.

Clifford Mehroff, Inc., has been organized at Trenton, N. J., to deal in feed. The company is capitalized at \$30,000.

A. M. Metzendorf, Inc., was formed at Perth Amboy, N. J., to deal in feed. The capital stock of the company is \$100,000.

Guy Hudson and J. R. Carter have formed a partnership at Calera, Okla., and will operate under the firm name of Craig County Hay Company.

J. H. Lasher's interest in the feed and flour business at Troy, N. Y., conducted by Westfall & Lasher, has been taken over by Seward E. Westfall, his partner.

The Hartman Fruit & Produce Company of Crandon, Wis., will build a two-story warehouse there. The company will handle hay, grain and produce.

Interest of the J. M. Simmons Company, owners of the grain and feed store at Wellsburg, W. Va., has been purchased by J. M. Simmons. He will conduct the store under his own name.

Capitalized with stock of \$10,000, incorporation papers have been filed for the W. J. Heffley Fuel & Feed Company of Fort Worth, Texas. W. J. Heffley, Sam Levy and J. B. Wray are interested.

For the purpose of dealing in hay, feed, etc., the G. W. Carter Hay & Feed Company was incorporated at St. Joseph, Mo. The incorporators of the concern are: G. W. Carter, C. L. Lewis and Hester Murray.

Capitalized at \$100,000, the Elkhorn Valley Hay Growers' Association has been organized at O'Neill, Neb. T. V. Golden is president; C. M. Daley, secretary; J. F. O'Donnell, treasurer; John Carr, J. L. Fisher, Geo. Davies, G. C. Funk, Anton Ballinger and F. Keller are interested.

The Los Angeles, Cal., city council has appointed a committee for the purpose of investigating the practicability of establishing municipal hay farms. The councilman who introduced the project stated that inasmuch as the city has a large amount of vacant land it might profitably raise alfalfa and reduce the high cost of this horse food by 50 or 75 per cent. If the committee which was appointed makes a favorable report, in all probability the present plans will be perfected and the experiment be made at once.

Record August highs have been made on overdose of moisture.

Prices now very high. There is not a great deal of clover in sight. Stocks appear well cleaned up. Europe not in position to help out any scarcity here. If peace should come, Europe will call on us for very large quantities. Prospects for only moderate crop at best in the Central States. Many fields were winter-killed. Others plowed up for grains. Clover fields in northern Ohio and Indiana fewer than usual. General high prices are a factor.

Holders confident. Offerings light. Until the crop is more nearly assured, Bears likely to play safe and not go strong on the selling side.

If any damage should occur during maturing and harvesting, the highest prices ever witnessed may be seen in clover.

TIME FOR ALERTNESS ON HAY

BY C. D. CARLISLE.

Carlisle Commission Company, Kansas City, Mo.

With the drought in the Southwest broken, except in the range cattle breeding district of Texas, changed conditions are at hand in the hay business. I do not make this statement because of provincialism, but because of the very important position occupied by the Southwest in the hay market of the United States. Kansas City, with a record of average receipts of more than 30,000 cars of hay a year, the world's greatest market, is in the Southwest.

What does the breaking up of the drought of the last two months in the Southwest mean? It means that we are going to have another good cutting of alfalfa in Kansas and Oklahoma. It means another heavy cutting for Nebraska, which has had an abundance of moisture lately. These three states and Colorado are the largest producers of alfalfa. Up to the time of the drought they obtained only fair yields in the aggregate, but the harvest was attended by exceptionally favorable weather. In Kansas, with more than 1,300,000 acres in alfalfa, it often happens the first cutting is seriously damaged by rains. Damage to the second crop is also frequent in Kansas. This season the weather for harvest was so ideal that the lighter yields per ton gave producers far more alfalfa than appears on the surface because of the fact that it was all saved in ideal condition and without the serious damage of other years.

In this brief discussion of the hay situation, I can only point out the most recent and most influential trade influences. I shall therefore proceed to comment on prairie. The yield of prairie thus far in Kansas, the largest grower, is light, but the heavy rains of the last two weeks are going to thicken and green up meadows. This will give some large yields of prairie. Oklahoma is going to get no little prairie from meadows recently revived by generous rains.

The rains have come, of course, too late to benefit tame hay production, but our territory succeeded in obtaining a liberal harvest of exceptional quality. It is well to bear in mind that the tame hay crop is not so heavy as last year in the largest states, including Indiana, Ohio and Illinois, partly because of winter killing and also on account of plowing up for grain.

The general rains recently are going to add greatly to the production of corn. Also, they are going to provide abundant pasturage. The enormous acreage in winter wheat is going to provide pasturage that will mean a great saving of hay. Silage will be saved as never before.

It is my firm opinion, in the view of these crop conditions, that offerings of hay will not be so short as many believe, but it is evident that the most economic distribution will not be obtained unless dealers are alert in tapping all surplus regions. When I say this, I have in mind the fact that the Southwest has many localities which received good showers at the recent drought. We are tapping

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W. R. MUMFORD & CO.

Commission Merchants

Hay, Grain, Millstuffs, Futures

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Chicago

these and other sources, and they are giving, and will continue to give, much hay.

In view of the extraordinary situation in corn, it is well to figure on extensive substitution of feeds for that grain. Alfalfa hay and alfalfa meal will play an important part here. They are now much cheaper than corn, and I believe will continue so. In effecting a saving of corn, alfalfa meal particularly should be used. The activity in alfalfa milling operations and our rapidly growing trade in alfalfa meal indicate that the country is awakening to this economy. Alfalfa meal can be shipped at far less expense than the hay, and it is more valuable for feeding.

The situation in hay is without precedent. Markets, demand and supply are uncertain. With prices at unusual levels, it pays to be alert, for liberal savings can and will be effected by proceeding with an intelligent understanding of conditions throughout the country. Such an understanding is necessary because hay is going to move from more distant points and through more unusual channels in the crop just begun than in any other twelvemonth in the history of the hay business.

A HOUSE OF BALED STRAW

A farmer residing in Logan County, Colorado, put baled straw to a rather unique use when he utilized cement covered bales in constructing the walls of a six-room dwelling, 48x18 feet in size. The bales were laid in the same manner as stone blocks, then cemented over, inside and out, pebbles being added with the final exterior coat. Spaces were left for windows and doors and the place was covered with a shingle roof. The inside walls and ceilings were plastered. The building seems rather crude, yet it will probably serve its purpose for a number of years and cost only \$270, exclusive of labor.

ST. LOUIS HAY MARKET

The Mullally Hay & Grain Company of St. Louis, Mo., reports, in its letter of August 12: Prices advanced very sharply on all grades of hay the past week. There has not been near enough timothy coming in to supply the trade and our market is bare of all grades at the close today and in an excellent condition for fresh arrivals, and we advise prompt shipments as shipments made now would arrive here in a good time to sell at a very high range of prices, as our market has a higher tendency as the indications are for continued light receipts for a while. Clover and heavy clover mixed is dead scarce and wanted. There has not been near enough clover coming in for some time to supply the trade.

Prairie hay is in light offerings and the demand good, particularly so for the best grades which are very scarce and wanted. Alfalfa hay continues scarce with an urgent demand for all grades.

CHICAGO HAY MARKET

Henry H. Freeman & Co., Chicago, say in late market letter: "Not enough timothy hay is arriving to supply one-tenth of the requirements of this market, and dealers are fast absorbing the small stocks they had on hand. Any kind of sound hay, either new or old, will bring a big price, and we urge quick loading. The market is practically bare of prairie hay, with prices higher. Nebraska, Dakota, Minnesota and Iowa prairie will all sell at excellent prices. Good state hay will also move off quickly at a big figure. Hurry loading. With timothy so high, prairie will remain at a high level. Rush loading."

W. R. Mumford & Co., Chicago, say: "The arrivals of hay are very light at this time and market strong. All grades have shown good advances in the last week. Our market has received very little hay baled from the windrow this season. Farmers evidently profiting from past experiences. Receipts will probably run light until the new hay has gone through the sweat and can be shipped in safety. Shipments of old hay or new hay that is properly cured, should strike a good market."

Walters Bros., Chicago, say: "The recent advance in prices has not been a sufficient incentive to attract receipts. The arrivals continue extremely light, not to exceed 15 cars on to day. Buyers are unable to secure their wants, market firm and higher, with choice old timothy selling around \$22. The demand is just as urgent for choice grades of Western prairie, with top prices around \$22. Shippers can make no mistake at this time to get hay of any description headed for the Chicago market, as with continued light receipts we look for a further advance in prices."

RYE on the farm of J. T. Marean near Greens Farms, Conn., attained a record height of eight feet. The heads are reported to be long and well filled out.

AN official report gives the wheat acreage in France as 10,300,000, as compared with 12,800,000 acres last year and 14,980,000 the year before. The condition is below normal.

Why Welfare Work is Gaining

Big Grain Handlers and Makers of Grain Products Are Finding Investment in Health Service Is Profitable

BY G. D. CRAIN JR.

ALTHOUGH the term "welfare work" as generally used is not always acceptable either to manufacturers or employees, because it suggests too much of philanthropy and not enough of mutual interest, it is about the best expression yet coined to indicate the efforts which are being made to better the working condition of the employee. Manufacturers of grain products and large grain handlers are taking more interest in this subject all the time, and in fact members of all industries have been compelled to take more interest in it.

That is to say that legislative developments have all been in the direction of making requirements as to safety, provision for first aid, etc., more severe. Workmen's compensation laws not only provide for indemnity to be paid in case of accident, but insist that proper facilities for taking care of injuries be at hand. Consequently those who operate power and transmission and special machinery—and who, therefore, are likely to have a greater or smaller number of accidents, regardless of all precautions—have found it to their advantage to install the proper equipment for taking care of accident cases.

This not infrequently has an interesting corollary, in that those who have tried out the idea, because of legislative requirements or the suggestion of their insurance companies, have found it so advantageous that service is also instituted not only for first aid in case of accident, but for sickness. A doctor or nurse is supplied in case of illness at the plant or in a home, and in many cases members of the family of the employee, as well as the latter, are served. Then the idea, in its logical development, is made to include inspection of sanitary conditions in the plant, with an eye to their improvement, and finally to all that pertains to the well-being of the employee.

Looking at it in this light, there is no reason why "welfare work" should be considered an opprobrious term, nor why it should not be used to indicate activities which are for the benefit of the worker, and therefore for the ultimate advantage of the employer. There are numerous grain concerns, and more especially manufacturers of grain specialties, who have found such work to be mutually beneficial and are developing it along every legitimate line. Consequently it may be interesting to consider some of the directions along which work of this kind may be followed.

There are certain features of welfare work which can be carried out in any plant. Physical examinations may be enforced by the manufacturer in the selection of his help, for instance; but the most important feature of such examinations is the periodical inspection of those already in the employ of the company—not for the purpose of finding the unfit and discharging them, but to see that every person is doing the sort of work for which he or she is best fitted. It is impossible to carry out a system of re-examinations of employees unless the latter are favorable to them, and give their hearty co-operation.

Accident prevention is an important feature of welfare work as it is generally understood, and accident prevention can be carried out by the employer alone to the extent of having guards put on machines, belts and elevators, and posting warning signs and suggestive photographs; but the most important part of "safety first" is awakening the worker to a realization of his own responsibility for the safety of himself and others, and this emphasizes again the fact that accident prevention cannot be carried forward in a thorough-going way unless the employee co-operates with the employer.

This has led to the organization of employees' committees in many plants, charged with the work of developing the proper spirit among the men, and impressing upon them the necessity of playing their part in reducing accident hazards and in making those accidents which do happen least costly in loss

of time and severity of injury. One of the hardest things which those who are striving for an improvement along this line have to do is to get men to attend to minor injuries. Everybody knows what to do when a man breaks a leg or has his scalp laid open; but it is not always realized that the little injuries are potentially just as dangerous. Every cut or scratch should be dressed and protected from dirt; otherwise infection is likely to set in, the whole body will be involved, and even death may result. If every employee in every grain elevator and every grain manufacturing plant realized that he must report for treatment after every accident, no matter how slight, the number of compensation cases passed on by the industrial boards of the various states would be greatly reduced.

The interest which committees of employees take in co-operative work of this kind is often shown in the organization of benefit associations of their own, the objects of which are to take care of cases of sickness, inasmuch as the compensation laws already protect them in the event of accident. These associations are assisted by the employer, as a rule, a small amount being collected from the pay of the employee each month and turned over to the association, which then sees to it that those of its members who become sick are paid a sufficient amount during their enforced idleness to keep them from want. Membership in these benefit associations is never compulsory, but the plan is becoming so popular that in most instances the majority of the men, especially those with families, make a point of joining. Naturally it is a good thing for the company as well, since otherwise the employer usually feels it incumbent upon him to take care of the sick man during the period of his disability, regardless of the legal aspects of the matter. Having an employees' association removes this assistance from the realm of charity, makes the workman feel more independent, and gives a business-like character to the handling of this necessary feature.

Work among the families of employees is also arranged usually through the medium of the association, though if this is not done the company often sees to it that medical and nursing service is furnished. This is one of the greatest things that can be done to improve the conditions which surround a workman. Sickness at home does more to interfere with good work than anything else, and it is only human for the employee to lose interest in his work if he is worrying over the condition of his wife or children. When the employees' benefit association sees to it that a doctor attends those who are sick and that a nurse assists in household matters, the mind of the workman is put at ease, and he is able to attend to business. A considerable reduction in the number of accident cases in large plants is credited to the improved mental condition which is brought about by just such effort as this.

One of the big advantages of doing welfare work directly or seeing that it is done through an association of the kind indicated is that a more contented spirit develops among the men. Their jobs become more attractive to them, and the labor turnover is greatly reduced. In the past few years, as is well known, labor conditions have been far from favorable, and in many industries there has been a definite shortage of help. This has led to employees being drafted from other industries and higher wages being paid in order to obtain desirable help. It is the exceptional employer who has not been disturbed by these developments, and among those of this class is the one who has been giving attention to health service, welfare work and similar activities.

It is found by experience that men hesitate to leave jobs in a plant of this kind, merely on account of a somewhat higher wage offered somewhere else. They realize the value of the improved surroundings which they have, and they know that working for a

company which gives attention to their safety and health is worth a good deal. Merely making a little more money, they find, does not compensate for the loss of the improved surroundings which they had in the old plant. In many instances employees who left plants where the welfare idea had been given attention, in order to accept what seemed to be much more desirable places, returned in a short time to resume work, because they found that there were other things than the question of wages to be taken into account.

The concern which has the smallest turn-over of employees, which is able to hold its men, and which is not constantly compelled to break in new hands, is the one which will make the most money, for the reason that it is expensive to train men for any kind of work, no matter whether it is simple or complicated. The fact that a man is unaccustomed to the work he is doing means that he cannot do as much or as good work as the experienced hand, and for this reason the latter is an asset. Figures have been compiled in various industries showing the cost of training new men, and the amounts run all the way from \$25 to several hundred dollars.

With the war on, and selective conscription shortly to be a fact, the labor situation will tighten up still further. In an industry so vital to the country as grain handling and grain manufacturing, it is possible that the Government will be slow to draft workmen; but if it does, and if manufacturers are confronted with the task of replacing those who have gone into the military service of the country, the employer who will have least trouble, and who will be able to compete to best advantage for the most desirable classes of workers, will be the one who has been making the conditions for the worker in his plant as nearly ideal as it is possible for him to do.

A FABRIC BELT FORMULA

BY W. F. SCHAPHORST.*

The rules as ordinarily given for fabric belts made up in plies are something like this: "A 4-ply stitched canvas belt is equivalent to a single leather belt. An 8-ply is equivalent to a double leather belt, and so forth."

Then, after knowing the equivalent we have to hunt up our rules of thumb for leather belts before being able to decide on a width necessary for a given drive.

The writer has hashed over these rules and equivalents and has hit upon a formula that gives a direct answer without mentioning leather at all.

The formula is:

W S

$$\frac{2640}{P} = H + 136$$

where W = width of belt in inches;

S = speed of belt in feet per minute;

P = number of plies;

H = horsepower.

For example, what horsepower may be transmitted by a 10-ply Balata belt whose width is 6 inches and whose speed is 4,000 feet per minute?

Substituting in the formula, we get

$$6 \times 4000$$

$$\frac{2640}{10} = 60 \text{ horsepower} + 136$$

Thrown into its other forms for the determination of either W, S, or P, we have

$$W = \frac{H}{S} \left(\frac{2640}{P} + 136 \right)$$

$$S = \frac{H}{W} \left(\frac{2640}{P} + 136 \right)$$

$$P = \frac{WS}{H} - 136$$

The formula applies to most ordinary belts made up in plies, such as rubber, stitched canvas, and Balata.

*Copyright 1917, by W. F. Schaphorst.

STRIKE AT KANSAS CITY

Several Kansas City elevators were closed August 7 as a result of the strike of 225 elevator employees, who demanded 45 cents an hour for an 8-hour day. Some of the elevators continued to run, and at these few or none of the employees struck. There is very little grain in Kansas City elevators—scarcely 500,000 bushels of wheat, and a total much under 1,000,000 bushels, in a total capacity of 23,000,000 bushels. Elevator men say it will not seriously discommode trade if most of them close, now. However, the Kansas City Board of Trade prepared for eventualities by suspending the rule requiring Kansas City weights on grain sold for shipment, and grain may be sold subject to destination weights, either official or by boards of trade.

Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

WANTED

Position by a capable and experienced bookkeeper or general office man. Am a young man 26 years of age; good habits; among the last million subject to draft. The very best of references furnished on request. LOCK BOX 223, Fort Morgan, Colo.

OPPORTUNITY FOR GOVERNMENT SERVICE

"The United States Government needs, and needs badly, great numbers of stenographers and typewriters, both men and women, for service in the departments at Washington, D. C., and the situation in Federal offices outside of Washington is scarcely less urgent. The supply of qualified persons on the Commission's lists for this class of work is not equal to the demand, and the Commission urges, as a PATRIOTIC DUTY, that citizens with this special knowledge apply for examination for the Government service. At present all who pass the examination for the Department Service are certified for appointment. Examination papers are rated without delay.

"Examinations for the Departmental Service in Washington, D. C., for both men and women are held every Tuesday in 400 of the principal cities. Examinations for the Field Service (positions outside of Washington, D. C.) are held frequently. The usual entrance salary ranges from \$900 to \$1,200 a year. Advancement of capable employees is reasonably rapid. Applicants must have reached their eighteenth birthday on the date of the examination.

"Full information and application blanks will be mailed to persons interested upon application to the United States Civil Service Commission, Washington, D. C.; or to the Secretary of the United States Civil Service Board of Examiners at any of the following named cities: Post Office, Boston, Mass.; Philadelphia, Pa.; Atlanta, Ga.; Cincinnati, Ohio; Chicago, Ill.; St. Paul, Minn.; Seattle, Wash.; San Francisco, Cal.; Customhouse, New York, N. Y.; New Orleans, La.; Honolulu, Hawaii; Old Customhouse, St. Louis, Mo.; or to the Chairman of the Porto Rican Civil Service Commission, San Juan, P. R."

For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

MACHINERY

FOR SALE

Our grain elevator and corn mill was destroyed by cyclone. We want to sell all the machinery cheap. G. B. & C. M. GRIFFIN, Charleston, Ill.

FOR SALE

Three improved round reel corn scalpers, one corn cleaner, three large pulleys. Good condition. Three hundred dollars—or what have you? BOX 168, Stella, Neb.

FOR SALE

One Eureka Oat Clipper and one Eureka Separator, slightly used. For particulars, address N. C. FOSS, Purchasing Agent, Ann Arbor Railroad, Toledo, Ohio.

FOR SALE CHEAP

Several double cleaners for grain or seed. Want to close at low price. Successfully used by hundreds of grain men. For full particulars, write JOHNSON & FIELD MFG. CO., Racine, Wis.

FOR SALE

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McConnell Grain Corporation, grain.*
Pratt & Co., corn, oats, wheat.*
Ratcliffe, S. M., grain and hay.†
Taylor & Bournique Co., grain.
Townsend-Ward Co., grain commission.*
Urmston Grain Co., grain commission.†

CHICAGO, ILL.

Armour Grain Co., grain buyers.*
Bailey & Co., E. W., commission merchants.*
Bartlett, Frazier Co., receivers and shippers.*
Chicago Seed Co., seeds.
Crary-Johnson Co., grain, stock, provisions.
Dickinson Co., Albert, seeds.
Dole & Co., J. H., commission merchants.*
Finney, Sam, grain commission.
Freeman & Co., Henry H., hay, straw, grain.*†
Gerstenberg & Co., grain and seeds.*
Harris, Winthrop & Co., grain, stocks, bonds.*
Hitch & Carder, grain commission.
Hoit & Co., Lowell, com. grain, seeds.
Hulburd, Warren & Chandler, com. merc.
Illinois Seed Co., seed merchants.
Lamson Bros. & Co., commission merchants.*
Logan & Bryan, grain merchants.*
McKenna & Rodgers, com. merchants.*
Miller & Co., Albert, hay and produce.†
Mumford & Co., W. R., grain, hay, millstuffs.*
Nash-Wright Grain Co., grain, prov., seeds.*
Norris Grain Co., grain merchants.*
Paynter, H. M., grain and field seeds.*
Pope & Eckhardt Co., grain and seeds.*
Rosenbaum Brothers, receivers, shippers.*†
Rosenbaum Grain Co., J., shippers.*
Rumsey & Co., grain commission.*
Sawers Grain Co., grain commission.*
Schiffli & Co., Philip H., com. merchants.*
Shaffer, J. C., & Co., grain merchants.*
Simons, Day & Co.*
Vehon & Co., M. L., commission merchants.
Wagner & Co., E. W., receivers, shippers.*
Ware & Leland, grain and seeds.*

CINCINNATI, OHIO.

Brouse-Skidmore Grain Co., rec. & shippers.*
DeMolet Grain Co., grain, hay, flour.*
Mutual Commission Co., strictly commission.

COLUMBUS, OHIO.

McAlister, Jas. P., & Co., shippers grain, hay.†

CRAWFORDSVILLE, IND.

Crabbs-Reynolds-Taylor Co., grain, seed.*†

DECATUR, ILL.

Baldwin & Co., H. I., grain brokers.*

DENVER, COLO.

Best & Co., J. D., grain, hay.*
Crescent Mill & Elev. Co., wheat, corn, oats.*
Denver Elevator, The, grain.*
Hungarian Milling & Elevator Co., grain.
O'Donnell Grain Co., wholesale grain.*
Western Grain Co.

DETROIT, MICH.

Dumont, Roberts & Co., receivers, shippers.*

DULUTH, MINN.

White Grain Co., grain and hay.*†

EVANSVILLE, IND.

Small & Co., Inc., W. H., field seeds, grain.*

FRANKFORT, IND.

Frank & Co., Wm., grain brokers.*

INDIANAPOLIS, IND.

Boyd Grain Co., Bert A., grain commission.*
Kendrick & Sloan Co., receivers and shippers.†
Merchants Hay & Grain Co., rec. & shippers.†
Miller Grain Co., receivers and shippers.†
Shotwell & Co., C. A., com. grain and hay.†
Urmston Grain Co., grain commission.*†
Witt, Frank A., grain commission and brokerage.

KANSAS CITY, MO.

Christopher & Co., B. C., grain commission.*
Moore-Lawless Grain Co., grain receivers.*
Moore-Seaver Grain Co., corn and oats.*
Peirson-Lathrop Grain Co., grain com.
Peppard Seed Co., J. G., alfalfa seed, millet.
Western Grain Co., shippers grain and feed.*

LANCASTER, PA.

Eby & Son, Jonas F., receivers and shippers.*†

MANSFIELD, OHIO.

Goemann Grain Co., grain merchants.*†

MEMPHIS, TENN.

U. S. Feed Co., receivers and shippers.

MILWAUKEE, WIS.

Bell Co., W. M., grain and seeds.*
Cargill Grain Co., receivers and shippers.
Courteen Seed Co., seeds.
Donahue-Stratton Co., buyers and shippers.*
Franke Grain Co., receivers and shippers.*
Mohr-Holstein Commission Co., grain com.
Taylor & Bournique Co., corn, oats, barley.*
Teweles Seed Co., L., seeds.

MIDDLE POINT, OHIO.

Pollock Grain Co., track buyers, hay, grain.†

MINNEAPOLIS, MINN.

Gould Grain Co., grain merchants.
McCaull-Dinsmore Co., com. merchants.*
Quinn, Shepherdson Co., grain merchants.*
Scroggins-McLean Co., receivers and shippers.

NEW CASTLE, PA.

Hamilton Co., hay, straw, grain, millfeed.*

NEW YORK, N. Y.

Forbell & Co., L. W., com. merchants.*
Travis, Inc., Wright S., grain, hay, flour, feed.†

NORFOLK, VA.

Colonial Cereal Co., wheat, corn, oats, etc.

PEORIA, ILL.

Buckley, Pursley & Co., merchants.*
Grier & Co., T. A., grain commission.*
Miles, P. B. & C. C., grain commission.*†
Mueller Grain Co., receivers and shippers.
Rumsey, Moore & Co., grain commission.*
Tyng, Hall & Co., grain commission.*

PHILADELPHIA, PA.

Delp Grain Co., E. E., grain and feeds.*
Graff & Son, L. G., grain exporters.*
Miller & Sons, L. F., receivers and shippers.*†
Richardson Bros., grain, flour, mill feeds.*
Rogers & Co., E. L., receivers and shippers.*†
Young & Co., S. H., grain, flour, alfalfa, feed.*

PITTSBURGH, PA.

Heck & Co., W. F., grain, hay, mill feeds.*†
Herb Bros. & Martin, grain and hay.†
McCague, R. S., grain and hay.*†
Smith & Co., J. W., grain, hay, feed.*

RICHMOND, VA.

Adams Grain & Provision Co., grain, hay.†
Beveridge & Co., S. T., grain, hay, feed.*†

ST. JOSEPH, MO.

Elwood Grain Co., receivers and shippers,
St. Joseph Public Elevator Co., public storage.
Marshall Hall Grain Co., receivers, shippers.

ST. LOUIS, MO.

Elmore-Schultz Grain Co., receivers, shippers.*
Goffe & Carkener Co., grain, hay, seeds.*†
Graham & Martin Grain Co., rec. exclus.*†
Klosterman & Co., W. G., grain, hay.
Langenberg Bros. Grain Co., grain com.*†
Marshall Hall Grain Co., rec., shippers, & exp.*
Mullally Hay & Grain Co.*†
Nanson Commission Co., receivers, shippers.*†
Picker & Beardsley Com. Co., grain, hay.*†
Prunty, Chas. E., grain and seeds.
Schisler-Corneli Seed Co., seeds.
Toberman, Mackey & Co., grain, hay, seeds.*†

TOLEDO, OHIO.

De Vore & Co., H. W., grain, seeds.*
King & Co., C. A., grain and seeds.*†
Raddatz Co., H. D., grain, seeds.*
Southworth & Co., grain and seeds.*†
Wickenhiser & Co., John, grain dealers.
Zahm & Co., J. F., grain and seeds.*†

WASHINGTON, D. C.

Craig, J. V., grain, hay broker.*†

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